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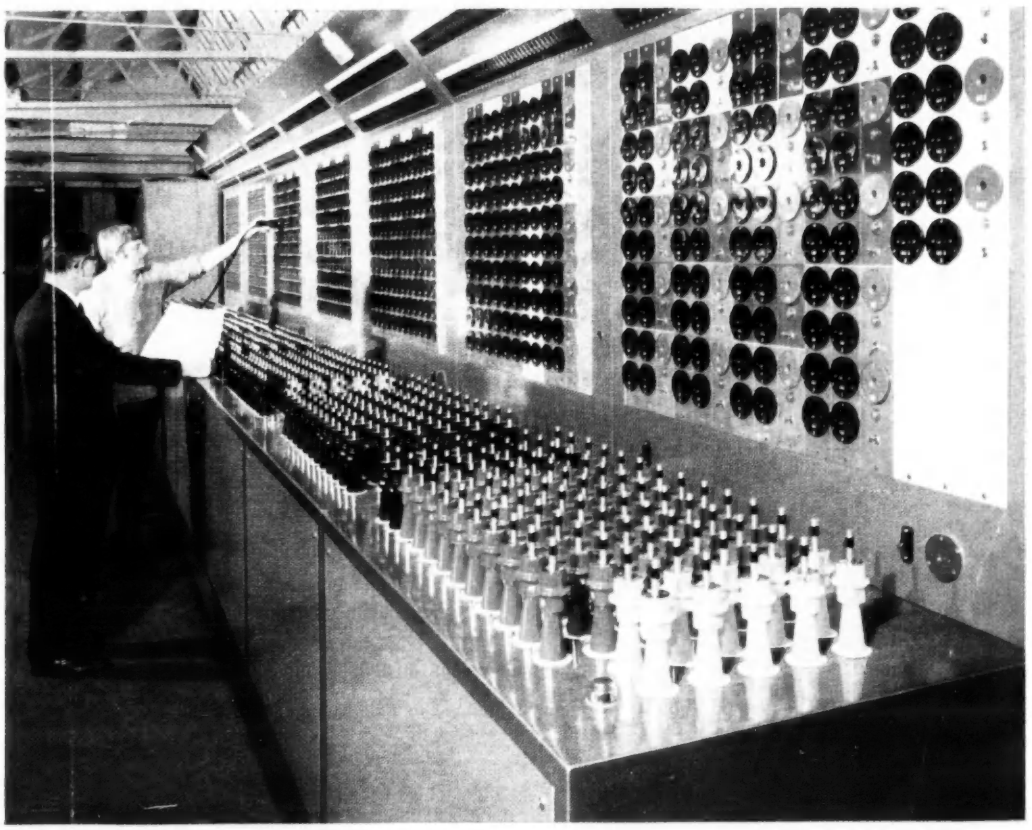

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A patch panel, one of five manufactured by The Strand Electric and Engineering Co. Ltd., for the National Arts Centre, Ottawa. This typical panel table has 780 sockets and 510 retractable cords. Similar in operation to a telephone switchboard, the panels connect the control channels to the lighting circuits required for a particular effect. The equipment incorporates BICC flexible cables and BICC – Burndy Hylug connectors.

(An article on trading with Canada appears in this issue on page 411.)

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Exporting to Canada: or 'Think big in the big country'

By T. E. Rogers, CMG, MBE, Minister (Commercial), Ottawa

DID THE TITLE of this article come straight from the ad for some big bank or business in a trans-Atlantic magazine? I hope it sounds like that, because I mean it to – as shock treatment for those British exporters, many fewer than formerly, who may need it. I thought it up to suggest in tabloid form the trans-Atlantic flavour of a market where three-quarters of all imports come from the United States, either bought by the widespread subsidiaries of American firms or by Canadian firms and individuals through the medium of American selling methods. Any exporter wanting to go places in this market had better Americanize himself a bit, in approach and methods. These set the standard in Canada, and may be worth following since they produce results. In so many aspects of modern life, Europe follows America with a time-lag. This is especially true in industry which in North America is invariably sales-oriented. So I make no apology for a conditioning inoculation of American sloganry at the outset of this article; indeed it is essential. If the 'shot' does not take well, the would-be exporter knows that North America is not for him.

I also mean the title of this article to punch home two lessons the exporter needs to learn. First, Canada *is* a big market – not only geographically but also in scope and potential – in ways with important implications for our sales approach which are explained later in this article. Second, one must 'think big' in it because selling to Canada is an exacting, competitive exercise. No one should take it on in half-hearted or amateur fashion. While the market is not for the big firm only, the small exporter will have to follow big firm methods in terms of the seriousness with which he mounts, and sustains, his sales compaign. But 'thinking big' in this way will bring him big rewards.

At a dinner given last summer by the British National Export Council in Canada in honour of the Hon. W. Ross Thatcher, Prime Minister of Sasketchewan, are (left to right): Mr. Allan Guy, Minister of Public Works; Alderman A. C. Williams, Deputy Mayor of Regina; Mr. T. E. Rogers, Acting British High Commissioner and author of this article; Mr. W. Ross Thatcher; Sir Ralph Perring, chairman of BNEC, Canada and Mr. Edmund Dell, Minister of State, Board of Trade.

The smell of success

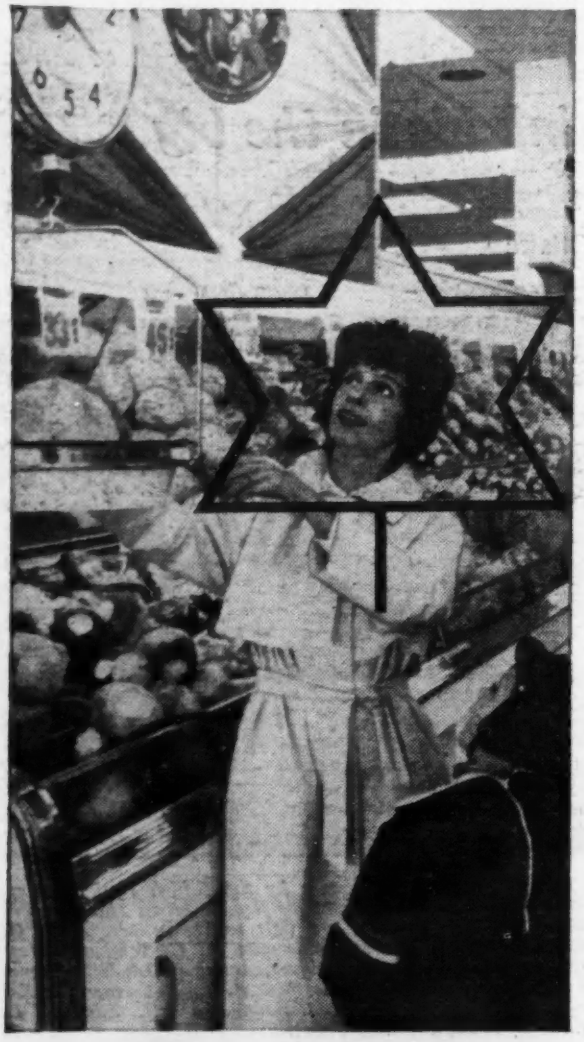
In what ways is the Canadian market big? To begin with, geographically. At least five markets stretch across well over 3,000 miles: the Maritimes, Quebec, Ontario, the Prairies and British Columbia. Some experts would subdivide further the Prairie market which includes three Provinces. The distances involved support this view, but Manitoba, Saskatchewan and Alberta (whose resources and growth rate follow that ascending order) have only from 1 to 1½ million population each. Each of these Provinces can hardly support separate selling organizations in most categories of goods. Specialities such as equipment for potash mining (Saskatchewan) or oil drilling (Alberta) could be exceptions to this rule. The broad lesson for our exporters is that agents in Toronto or Montreal can cover the admittedly most populous area of Canada which includes Ontario and Quebec. But they cannot, unless well supported locally, do justice to the three outlying markets east and west. Canada's bigness, and the competitive standard set by the United States, also means that agents need good support with stocks and spares; and that if our exporters tackle this market seriously, on the major scale which may well reward them best, they should set up their own selling organization, discarding agents when these cannot, or sometimes – fearing growth may threaten their cosy show – will not expand sales. Only the rare agent is better than his principals take the trouble to make him; and human nature being what it is, the aggressive exporter who keeps his agent up to scratch – but by his very aggression has the smell of success about him – will get the best results. Given good representation, and sales support, Canada's bigness is no obstacle to sales, with new fast container ships from Britain and excellent land, water and air services across the country. Also, the main population centres fall in a narrow strip just north of the United States border.

Big in size and big in promise

Big in size, with all that I have shown this means for the organization of our selling effort, Canada also has big promise as a market, promise which makes the really efficient organization of that selling effort well worth while. This fantastically resource-rich country brims over with iron ore, nickel, copper, uranium, potash, asbestos, timber, oil, gas and immense reserves of cheap hydropower. Within 10 years the present 21 million Canadians – there were only half as many 30 years ago – will be 25 million, enriched as at present with the skills brought in by selective immigration policy. Within the same 10 years Canada's gross national product should reach the level of Britain's today. Already Canadians, behind only Americans and Swedes, are the third richest people in the world, the average Canadian worker in manufacturing earning nearly

(*Continued on next page*)

A Calgary Supermarket—photo by the National Film Board of Canada



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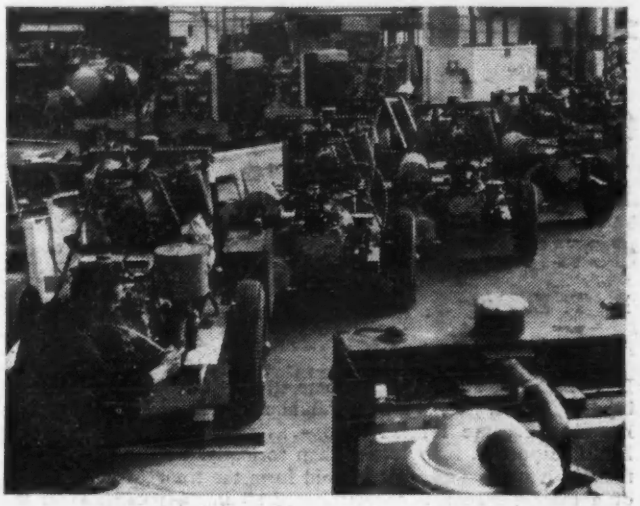


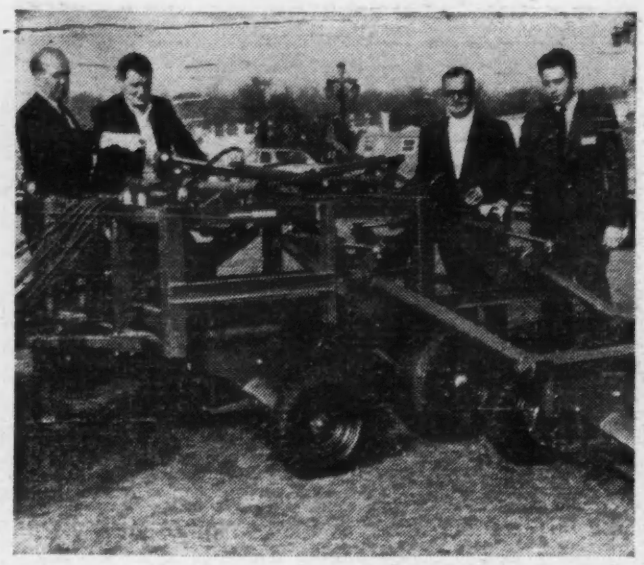
An order for over £81,000 worth of portable air compressors has been received by Petters Ltd., a Hawker Siddeley company, from the company's Canadian compressor distributor, B. G. S. Machinery Ltd. This follows Petter's decision to exhibit for the first time in Canada, at the Construction Equipment & Public Works Exhibition held in Toronto last December.

twice as much as his British counterpart. To the extent that 21 million Canadians have the equivalent purchasing power of 36 million Britons, it may help the exporter's imagination to think of them already as 36 million Canadians. Only eight out of every 100 Canadians now work on the land (where there is only 10 per cent of fixed capital formation) and 75 live in cities, over 30 of them in the five biggest cities – Montreal, Toronto, Vancouver, Winnipeg and Ottawa. Even manufacturing, power generation, mining and refining have given ground to the service industries in which nearly two out of three Canadians now work.

The result is that Canada is a highly urbanized, industralized, sophisticated market growing very fast and, for some time now, the greatest buyer of imported goods in the world. We think of the United States as Britain's biggest market and in totality it is. But what is big? To each individual of Canada's 21 million population we sell, statistically, three times as much as to each of 200 million Americans. In the modern world of selling, this high intensity of Canadian buying is an asset which must be exploited to the full.

What has the British exporter been doing to make the best of this advantage? Until this year our exports rose only slowly and our share of imports was barely held. It looked as if the British exporter was running faster to stay in the same place, or even lose ground, partly perhaps because, already for many years, he was well ahead in the race, running second to the Americans, and had to accept, as elsewhere in the world, that other industrializing countries would put in good runners to catch him up. Above all, he lost ground to the Americans whose investments, advanced technology, high-pressure selling methods and short lines of communication (for salesmen, sales propaganda, deliveries and back-up support) greatly influenced industrial and private buying preferences and standards (including technical standards). There were also some discouragements in the past decade – the tightening of the anti-dumping regime after 1959, two Canadian devaluations and impositions of surcharges, and some erosion of British preferences – factors which, reinforced by the pull of EFTA and the European Common Market, seemed to blunt our sales effort in Canada. Some fingers were burned and disenchantment followed.

In the past few years, however, much effort has been expended to restore our cutting edge. On 'Canextour' in 1965 a team of our



A fully hydraulic Operated Gang Carrier with a cutting width of 15 ft. 8 in., made by Ransomes of Ipswich, being demonstrated at an exhibition in Quebec Province, Canada. Orders were immediately received for shipments in 1969. The exhibition was attended as part of a sales tour being made by Mr. G. Catchpole (left) general sales manager of Ransomes Grass Machinery Division and (far right) Mr. P. Flegg, Ransomes' North American Representative.

Final assembly of a new astronomical mirror aluminizer for the Hulme Cronyn Observatory, University of Western Ontario, Canada, built by Edwards High Vacuum (Plant) Ltd. Crawley, Sussex. This unit is the latest in a series custom-built for the specific needs of different observatories and is designed to hold a variety of mirror sizes up to 50 inch (1.27m) diameter.

Trade Commissioners visited, over eight weeks, 750 firms in Britain to revive, sharpen or attract their interest in the Canadian market. In 1966, 14 outward and inward missions of businessmen took place, aided by BNEC grants. In 1967, a year of activity unprecedented in any British overseas market, still more trade missions took place, around 200 British firms exhibited at the British Industrial Fair at the Toronto National Industrial Production Show while, extending the sales drive to the West Coast, British firms formed the largest foreign participation at the Vancouver International Trade Fair. The biggest British Week ever, took place in Toronto, taking in no less than 19 shopping centres of that scattered city. Store promotions across Canada were also held. It would be wrong to leave out mention of a highly successful Pavilion at Expo '67. This contributed strikingly to the improved image of Modern Britain which is so relevant to promoting sales of British goods.

Last year also saw a strong flow of selling missions, upwards of a dozen joint ventures in trade fairs, a series of store promotions, particularly by the Hudson's Bay Company in half a dozen major centres from Winnipeg west, a British Week at Regina (accompanied by a trade conference and an industrial exhibition), and a substantial part in the annual festival at London, Ontario. But the main emphasis of the year, for our trade officials as well as for the Committee for Exports to Canada in London and the British Canadian Trade Association in Canada, was the steady work of follow-up to consolidate the gains of 1967's exceptional promotional activity. In 1969 a full programme of selling missions and joint ventures at trade fairs will be maintained. But the weight of official effort will be on follow-up work and a careful seeking out of new opportunities by market analysis.

Exporters to any market need encouragement – the encouragement of expanding sales or, if the market is difficult and competitive, at least the maintenance of their share in it. I implied earlier that just to hold one's share of a market where each Canadian buys so intensively from Britain is still very well worth doing; and I described at some length the activity of British exporters and officials in the Canadian market in recent years just because it is an encouraging story of effort shared between them. It is early days yet to analyse the factors which boosted our exports to Canada last year to £259 million; a 21 per cent increase in their sterling value over 1967 and, in volume terms, a probable percentage increase of about half this amount. Devaluation probably played the major part and, if it did, then further improvement may be expected in that large capital goods sector of our exports where goods ordered last year will not reach Canada until this year or later. But it would be going too far to deny our exporters who have been selling to Canada (and those newcomers who may wish to follow their example) the stimulus of thinking that their recently intensified efforts have played a part. I think it right to encourage them to think so, and right too that newcomers to the market should be encouraged to follow their example.

For I believe our exporters' improved approach to the market is paying off. They have learned the necessary lessons of sales-oriented production (including better presentation – which covers sales literature and packaging – readiness to adapt to customer needs, and even to customers' wrong ideas about their needs as

(*Continued on page* 415)

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- "Revenge"
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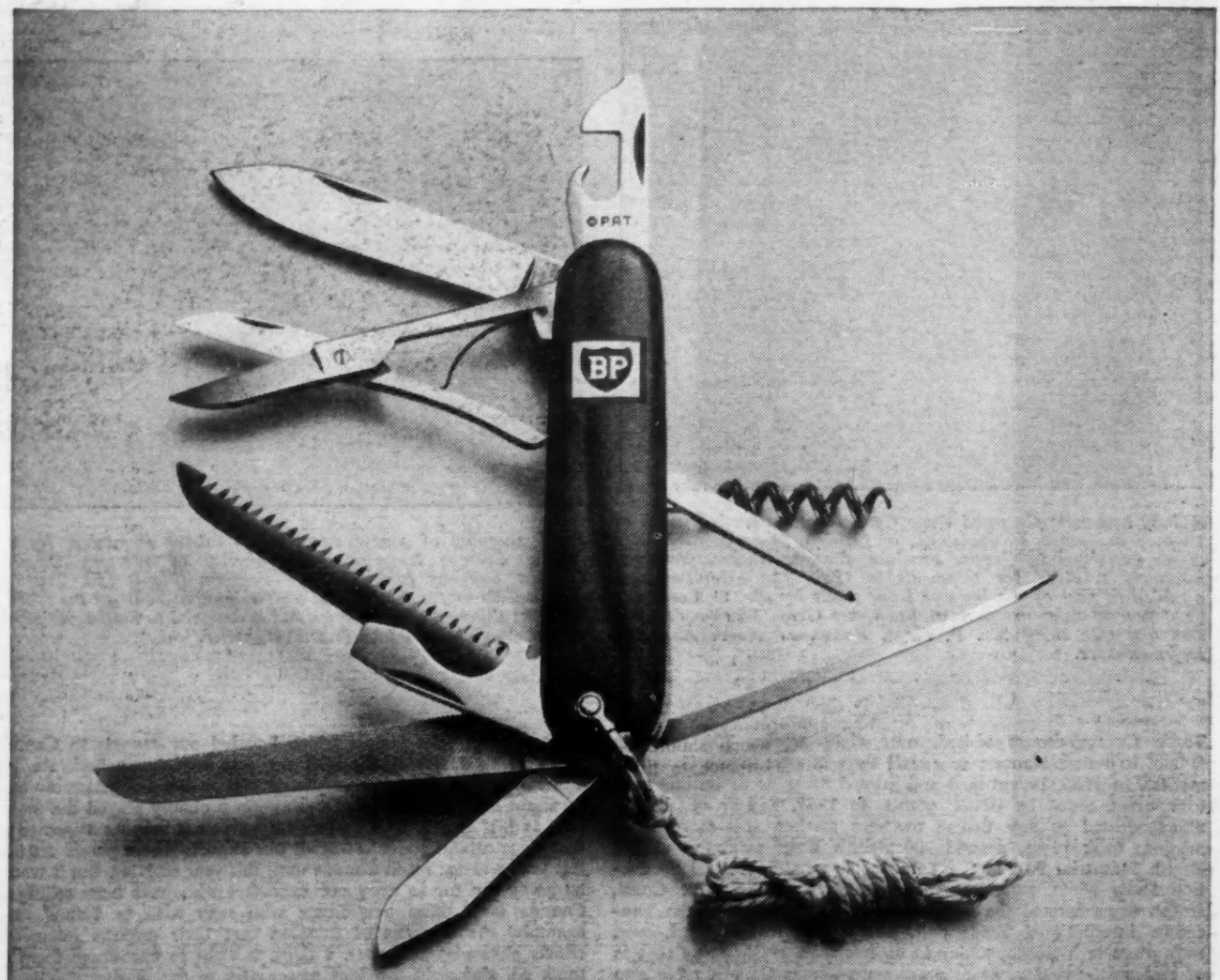

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judged by British manufacturers!). Managers and salesmen are younger and more efficient and are visiting the market more regularly. Deliveries are better and back-up service stronger. There is a reviving confidence in the market. But even if the lesson of this year's notable increase in our exports proved to be – which I doubt – that devaluation alone had done the trick, it would be vital proof that our exporters now had a competitive edge which they must exploit with vigour. In any case, therefore, this is a good moment for exporters to look hard at what has brought them, or could bring them, success in this market. The Canadian economy is again moving upwards, after a period of slower but still substantial growth, at the same time as devaluation has opened up new competitiveness in lines where it had been eroded. The time is right to push these lines again.

In an article written two years ago for this *Journal's* Canadian Centennial Supplement, I said this market required a professional approach from our exporters which they increasingly have shown. The same advice has been heeded by our trade offices in Canada. They have streamlined their services, whether in finding agents, servicing missions, helping to organize trade exhibitions, suggesting contacts, offering advice or providing market information. Their helpful approach and effective assistance are increasingly noted and relied upon by our exporters. Since sophisticated equipment bulks more and more in our exports as the Canadian economy grows more complex, a new service has been added. In suitable cases exporters are encouraged to use the British High Commission building in Ottawa (see photographs) to give presentations of their products in a large conference room seating 80 to 100 people and with film projectors, blackboards and other aids provided. Refreshments and buffet luncheons can be served in the building when the presentations last a day or more. Our staff know the requirements of technical presentations in North America – attending the rehearsals which are always recommended – and are ready to advise if required. Presentations in Ottawa are especially suitable for products of interest to the Federal Government or certain public authorities, and High Commission staff will advise on guests to be invited whether in Ottawa or, when appropriate, from Montreal and Toronto. This presentation service, which should be sought well in advance, is proving of great assistance to firms and their representatives.

Pictured during a visit to factories in the Wedgwood Group is Mr. Jack Mowling (right) managing director of Coalport (Canada) Limited and Jackson's Chinaware Limited. He is pictured at the Barkaston factory of Josiah Wedgwood and Sons Limited, with Mr. E. W. Brain (left) managing director of Coalport and Mr. Arthur Bryan, chairman of Wedgwood.

In this article which, at what may be a critical point, takes stock of our recent performance in the market and views the future with some optimism, there has been no lecturing and little exhortation. British exporters have had their fill of these. In any case, those of them who sell to Canada are mostly old hands who sell tried products and know their way around. Partly because of this, little has been said in this article of sales prospects for individual products.

(Continued on page 417)

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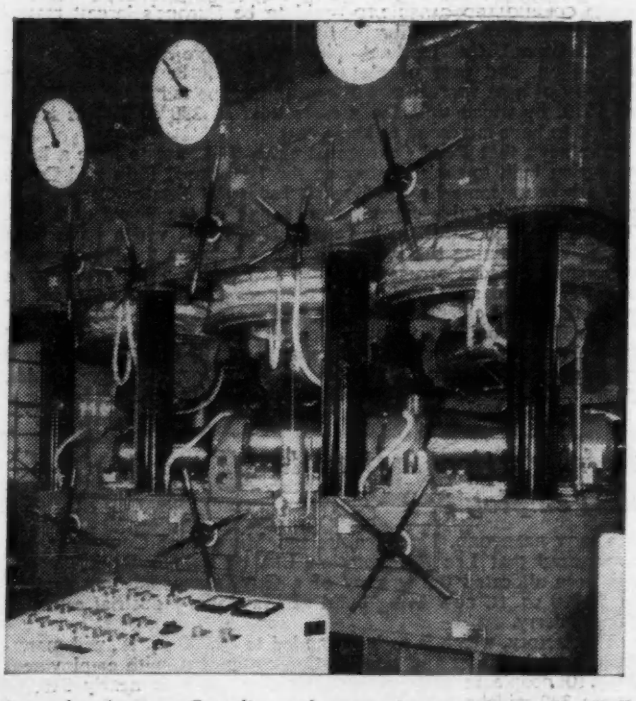
But the main ground for the omission is that the list would be too long – there is little that we do not sell to Canada from hand-tools to hydro-electric equipment – while in a sophisticated market, requiring detailed analysis of product prospects, mere mention of individual lines could be misleading. More useful to exporters than a yard-long list of saleable products is the generalization that almost any item, in the capital goods or consumer field, will sell in Canada provided you sell it well enough – and this may mean 'provided you have sufficient experience in sophisticated markets to sell it well'.

That generalization is both an invitation and a warning. If you have a good and competitive product for which you are ready to build up agent and buyer confidence with reliable back-up service (and, where necessary for big volume sales, advertisement) and are prepared if need be to put up with losses for a time, you can do extremely well. If you are not prepared to 'think big' in this way, better not sell in Canada. If you are so prepared, the English language, much Canadian goodwill (if not taken for granted) and some still considerable preferences (if not abused) offer you a valuable helping hand in persuading each free-spending Canadian to buy still more than the present £12 worth of British goods each year. A big market is here. Come and share it.



An order from a Canadian tube manufacturer for a Six Roll high speed tube straightening machine, has been obtained by the Bronx Engineering Co. Ltd., of Stourbridge Worcs., in the face of fierce competition. The straightener is capable of handling tubing with a wall thickness of up to 25 mm (one inch).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Ministerial meeting of the OECD

MR. ROY JENKINS, Chancellor of the Exchequer, is leading the British delegation to the Ministerial meeting of the OECD, which is being held in Paris on February 13 to 14. The Chancellor is accompanied by Sir Douglas Allen, Permanent Secretary to the Treasury.

At the meeting in Paris Ministers representing the 22 member countries of the Organization are reviewing the work of the Organization, notably in the field of the co-ordination of economic policy. The last Ministerial meeting of the OECD was held in November 1967.

Opportunities Germany: market reports in 'Export Service Bulletin'

THE OPPORTUNITIES for British exports to the Federal Republic of Germany have been increased by the Federal Government's decision last November to reduce taxes on most imports by 4 per cent. This is equivalent to a reduction of 3.6 per cent in the total landed cost, including customs and tax, of imported goods. It will continue until March 31, 1970.

A number of brief market reports are being published in the *Export Service Bulletin* describing the market for specific types of goods.

Reports on the market for welding and oxyacetylene cutting equipment in the Federal Republic of Germany were published in the *Bulletin* of February 6; on air pollution control in the *Bulletin* of February 7 and on toys in the *Bulletin* on February 8. Copies of these issues, together with further information, can be obtained from:

Room F57, Ext. 270 – Welding and oxaycetylene cutting equipment
Room E04, Ext. 7075 – Air pollution control
Room F11, Ext. 7141 – Toys

at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Leicester chamber mission to Zurich and Milan

NINE COMPANIES are participating in the Leicester and County Chamber of Commerce Mission to Zurich and Milan which left London Airport on February 8 to Zurich to begin an intensive sales campaign in the Swiss and North Italian markets. The members of the Mission will be following a programme of appointments arranged for them by the British Consulate-General in each centre, and the Mission is receiving support from the British National Export Council.

Members will be carrying with them their autumn/winter 69/70 ranges of jersey dresses and suits, ladies' and men's knitwear, hosiery, stockings and tights. Two of the companies are members of Chambers within the East Midlands Regional Group (of which the Leicester Chamber is the Regional and Focal Chamber) and will be selling aluminium beer barrels and waste disposal units; sleeping bags, quilts, tufted nylon bedspreads and bathroom sets.

Trade mission to the Caribbean

A 12-MEMBER selling mission to the Caribbean organized by the Latin America and West Indies Section of the Manchester Chamber of Commerce leaves the United Kingdom on February 28 for the Bahamas, where they will start their four-week programme.

The countries to be visited after calls at Nassau and Freeport, include Jamaica, Barbados, Trinidad and Tobago, Guyana and Surinam. Leader of the mission is Mr. R. W. Brocklehurst, a director of the Manchester textile firm, Neuss, Hesslein Kempton Ltd. He will have the assistance of Mr. W. Drummond Brown, an assistant secretary of the Manchester Chamber who retires after the mission following 50 years' service.

Among the goods dealt with by members are batteries for automotive purposes and stationary engines, security safes and cabinets, sweets and confectionery, textile furnishings, dress fabrics, made-up goods and knitwear, pharmaceutical products and toiletries, as well as merchanting of surplus and redundant stocks.

Closing date for applications for consultancy grants scheme in Glasgow and Bristol

THE CLOSING DATE for applications under the Board of Trade Pilot Scheme for consultancy grants for smaller firms in the Glasgow and Bristol areas is February 28.

The funds remaining available under the Scheme are limited, and applications received by the Board of Trade up to February 28, which are accompanied by a preliminary survey report by the consultant whom it is proposed to employ, will be considered in the order in which they are received. Applications received after February 28 will not be eligible for grants.

Firms seeking information about the scheme should apply:

In Bristol to the Consultancy Grants Officer, Board of Trade, The Pithay, Bristol 1 (Tel. 0272-21071).

In Glasgow to the Consultancy Grants Officer, Board of Trade Office for Scotland, 314 St. Vincent Street, Glasgow, C.3 (Tel. 041-248 2855).

In London to Economic (General) Division 1, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2550).

Notes:

The Scheme was announced on June 11, 1968, and details appeared in the *Board of Trade Journal* of June 14 and November 1, 1968.

Up to January 31 the Board of Trade had approved 229 assignments (79 in Bristol and 150 in Glasgow) involving £352,000 in grants (£101,000 in Bristol and £251,000 in Glasgow). Other applications are currently under consideration.

The Board of Trade are now considering the possibility of a national scheme. No decision can be made on this until the results of the Pilot Scheme have been examined.

Structure of the Lancashire textile industry

MR. ANTHONY CROSLAND, President of the Board of Trade, was asked in the House of Commons on February 6 whether he would make a statement about the future structure of the Lancashire textile industry with particular reference to recent merger proposals.

Mr. Crosland replied:

'As I have told the House on a number of occasions, I have been awaiting the Report of the Textile Council's study on Productivity and Efficiency before taking major decisions of policy about the industry. This report, which I expect to receive in the course of this month, will deal, among other subjects, with the structure of the industry. In the Government's view this most important matter should not be left to be determined solely by take-over bids and market forces: it requires to be examined thoroughly and objectively in the light of the Textile Council's Report. Accordingly, as soon as I receive the Report, I propose to review its findings in close consultation with the industry and with the Textile Council, drawing upon such other advice as may be necessary. In particular I shall examine in what way the most satisfactory measures of further concentration and rationalization can be brought about. So that this examination may be comprehensive in its scope, Courtaulds have agreed, at my request, to withdraw their current proposal to bid for English Calico; and I am grateful for their collaboration in this.'

Extension of Skelmersdale New Town

MR. ANTHONY GREENWOOD, Minister of Housing and Local Government, has recently made an Order (SI 1969 No. 127) under the New Towns Act 1965 extending the new town at Skelmersdale, in Lancashire, by some 94¼ acres. The purpose of the extension is to provide additional land for industrial development. By virtue of Section 15 (6) of the Industrial Development Act, 1966, Skelmersdale New Town is treated as if it were included in the Merseyside Development Area because it is taking a substantial proportion of its population from Merseyside.

The Board of Trade and HM Treasury have agreed that firms who occupy sites on these additional acres should also be eligible for development area benefits.

Note:

Copies of Skelmersdale New Town (Designation) Amendment Order 1969 are obtainable from the Ministry of Housing and Local Government.

'Mini' factories for Teesside

THE RECENT Board of Trade announcement of a further series of Advance Factories for the North East included a 15,000 sq. ft., unit for the new Teesside Estate. Mr. B. G. Syrett, general manager of The English Industrial Estates Corporation, said that it was intended to utilize this approval to provide a block of 'mini' factories, each having an area of some 2,500 sq. ft.

This type of factory building enjoyed considerable success during the early developments at Team Valley when 'nursery' units, as they were then called, were constructed to nurture and encourage the growth of new, smaller industries.

Construction of the 'mini' factories at Teesside should begin during April and completion is scheduled before the end of the year. Inquiries have shown that there is a particular interest in this type of factory for the initial stages in certain types of manufacture, some of which would be valuable concomitants to the larger industrial concerns on Teesside. The present project will allow the offer of single or double units to suit the requirements of the manufacturer.

£1m expansion for Hartlepool factory of Reed Corrugated Cases

REED CORRUGATED CASES LTD., said to be Europe's largest manufacturer of corrugated fibreboard cases, is to treble the output of its Hartlepool, Co. Durham, factory. The project will cost over £1 million, and part of the new plant will be in operation in January of next year, with full operation expected towards the end of 1970, by which time the present total of 250 employees is expected to have increased to about 600.

The news that Reed Corrugated Cases Ltd., are to have a large extension built to their factory on the Hartlepool Industrial Estate is warmly welcome by the English Industrial Estates Corporation who are building this extension on behalf of the Board of Trade. This is the successful outcome of negotiations which have been taking place during the last few months between the three parties concerned. Reed Corrugated Cases Ltd., who already occupy a unit of 110,000 sq. ft. will have premises totalling 285,000 sq. ft. when this latest extension is completed.

The Hartlepool Estate, on which this important expansion will take place, now provides employment for 7,800 people (4,600 men) in a diverse range of industries including engineering, plastics, paper and printing, clothing and electrical equipment.

Refrigeration factory in NI will employ 340

MR. ROY BRADFORD, Northern Ireland Minister of Commerce, has announced that Lec Refrigeration Ltd. of Bognor Regis, Sussex, has been allocated the tenancy of a Government advance factory of 50,000 sq. ft. now being build at Maydown industrial estate in Londonderry.

The factory, which is to be extended to 80,000 sq. ft., will manufacture refrigerators and refrigeration equipment, with employment for 110 people initially, rising after two years to nearly 340, of whom 300 will be men.

Car components firm for NI

ESSEX INTERNATIONAL INC., a division of the Essex Wire Corporation of Fort Wayne, Indiana, has accepted the tenancy of an 80,000 sq. ft. Government factory at Bligh's Lane, Londonderry. This was recently announced by the Northern Ireland Ministry of Commerce. The factory will provide employment for some 170 people, rising after two years to over 400, of whom 130 will be men.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 175 of January 17 issue.)*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 28.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.26	Guanidinium carbonate	Guanadine carbonate	December 31, 1969	10476
29.35	2 - [2 - (4 - Benzhydryl-piperazin - 1 - yl) ethoxy] ethanol 4, 4'-methylendi- (3 - hydroxy - 2 - naphthoate)	1 - [2 - (2 - hydroxyethoxy) ethyl] - 4 - alpha - phenyl-benzildiethylenediamine pamoate	December 31, 1969	13245

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division have received an application for the immediate reimposition of import duty on the following item which is at present temporarily exempt from duty until July 3, 1969.

Tariff item	Description	Reference
29.07	4-Chloro-3, 5-xylenol	6954

Interested parties who wish to make representations should address them in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than February 28.

Medals to be struck for Investiture

TO MARK the investiture of Prince Charles as Prince of Wales at Caernarvon Castle on July 1, the Ministry of Public Building and Works is arranging to have struck at the Royal Mint, on behalf of the Welsh Office, 1,500 medals in sterling silver, 3,000 in gilt bronze, and 7,500 in bright bronze. The designer is Mr. Michael Rizzello, F.R.B.S., A.R.C.A., who was also responsible for the Westminster Abbey commemorative medal in 1965, and has designed coins for Paraguay and for five African countries – Congo, Gambia, Ghana, Sierra Leone, and Somalia.

Medals will be sold at some of the principal monuments in the care of the Ministry, and by Spink and Son, of 5 King Street, London, S.W.1. They will be available from June. Prices will be £13 10s. for the silver medal, £6 10s. for the gilt bronze, £1 17s. 6d. for the bright bronze.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during January in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

C. P. Choularton, Sons and Partners Limited, 12 Dunham Road, Altrincham, Cheshire.

First Investors and Savers Limited, 55 Bishopsgate, London, E.C.2.

Deletion

Provincial Investments and Mergers Limited, 44 Brazennose Street, Manchester, 2.

Exempted Dealers

Additions

Crocker-Citizens National Bank, 34 Great St. Helen's, London, E.C.3.

First Wisconsin National Bank of Milwaukee, 39/41 New Broad Street, London, E.C.2.

Lombard Banking Limited, Lombard House, Curzon Street, London, W.1.

Moscow Narodny Bank Limited, 24/32 King William Street, London, E.C.4.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 90 of January 10 issue.

Robert Hough

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, FEBRUARY 4

Films (Statutory Deposit)

A Bill to require the deposit of certain copies of moving pictures in the National Film Archive of the British Film Institute, was presented and read for the first time. (*Hansard*, cols. 238 to 241).

WEDNESDAY, FEBRUARY 5

New Zealand dairy produce and import controls

Lord Brown, Minister of State, Board of Trade, was asked if the Government could give an assurance that New Zealand's traditional export of dairy produce to this country would be protected in the event of import controls being introduced for these products. He replied: 'HM Government will continue to observe their obligations to New Zealand with regard to imports of dairy produce. There have been quotas for butter imports, in agreement with New Zealand, since 1962. We have undertaken that New Zealand's quota will not be less than 170,000 tons and that we will consult the New Zealand Government before the opening of each quota year, as we are doing in relation to the year commencing April 1 next. For cheese, HM Government are trying to obtain supplying countries' agreement to voluntary restraint on exports to this country on the basis of trade in previous years. The Board of Trade are also considering an application by United Kingdom producers for the imposition of anti-dumping or countervailing duties on imports of cheese from the main supplying countries other than New Zealand.' (*House of Lords*)

Investigations under the Companies Act

A Member asked if the President of the Board of Trade would appoint inspectors under Section 165 of the Companies Act, 1948, to investigate the affairs of Inter-Continental Pharmaceuticals, Inter-Continental Pharmaceuticals (Bletchley) Ltd., and their associate companies, including the company's actions abroad, details of whose activities had been sent to him. Mr. Edmund Dell, Minister of State, Board of Trade, said: 'On January 13 the Board of Trade under Section 109 of the Companies Act, 1967, required the production of the books and papers of Inter-Continental Pharmaceuticals (Bletchley) Ltd. As a result of preliminary inquiries, the Board on January 29 appointed inspectors under Section 165(b) of the Companies Act, 1948, to investigate the affairs of the company and of Curtis & Co. Ltd.'

Pre-packed goods

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, asked to introduce legislation to provide that all pre-packed goods be made up in standard British weights, said the Board of Trade already had powers under the Weights and Measures Act, 1963, to add other commodities to those which, when pre-packed, were already required to be sold only in specified quantities.

Mrs. Dunwoody added: 'Consideration is being given to the extension of existing requirements where practicable and desirable.'

Imports of powdered milk

Mr. Dell was asked what steps had been taken to ensure that imports of powdered milk from France and other countries were not marketed in Great Britain at prices less than the cost to the producer in the country of origin. He replied that the Board of Trade would take action under the Customs Duties (Dumping and Subsidies) Acts, 1957 and 1968, if they were satisfied that dumping or subsidization of imports was causing or threatening material injury to the British producers concerned and that such action would be in the national interest. If the British producers affected applied for action with supporting *prima facie* evidence, the Board would consider the case.

Imports of fish

'I am satisfied that the present method of recording net weights, for fish as for other imports, is the most appropriate to the Trade Accounts,' said Mr. Dell, when asked if in future he would arrange for fresh, frozen and cured fish imports to be shown as landed weights in the Trade and Navigation Accounts rather than as at present in product weight terms. He went on to say that the Sea Fisheries Statistical Tables published by the Minister of Agriculture, Fisheries and Food did however include some estimates of annual imports on the other basis.

Ethiopian Government legislation

In answer to a request to place in the Library a copy of the text of the retroactive legislation passed by the Ethiopian Government denying the rights of the arbitration procedure in contracts already signed by British firms with the Ethiopian Government, Mr. Dell said he hoped to make this text available shortly.

Industrial development

Mrs. Dunwoody answered questions on the cost of advance factories in Scotland; the exclusion of Edinburgh, Leith and Portobello from the development area; advance factories in the Northern Region; the site formerly occupied by Associated Chrome Chemicals Ltd., at Rutherglen; and industrial development in Cowie, Plean, Fallin and Bannockburn.

THURSDAY, FEBRUARY 6

Import of baby seal skins

Asked to ban the import of baby seal skins, in view of the cruelty involved, Mr. Dell said the most effective method of preventing cruelty was by means of direct controls designed to ensure that methods of slaughtering were humane. 'I am informed that such controls are operated, among others, by the Canadian Government,' said Mr. Dell. 'I shall, however, be considering the matter further and shall inform the hon. Member of the outcome.'

FRIDAY, FEBRUARY 7

Anti-dumping measures

A Member asked what had been the average delay over the past three years between the first application by a British industry for anti-dumping protection and a decision by the Board of Trade whether or not such protection could be given; when an application from the British milk producing industry for anti-dumping measures in relation to imported cheese of the cheaper variety had been received; and when a decision would be reached. Mr. Dell said: 'During the past three years, the average time between the receipt of an anti-dumping application with adequate supporting evidence and the Board of Trade's decision on it has been about five months. One-third of the applications took less than three months; one-third between three and six months; and the remaining third more than six months. An application by the Milk Marketing Boards and the National Farmer's Unions for the imposition of anti-dumping or countervailing duties on imports of certain types of cheese was received on the 16th December, 1968 and a supplementary application by the National Association of Creamery Proprietors and Wholesale Dairymen and the Scottish Association of Milk Product Manufacturers was received on the 20th December, 1968. The applications are being considered, and a decision will be taken as soon as possible.'

Location of Offices Bureau

In answer to a question on plans for re-locating the Location of Offices Bureau out of London; and asking if the possibility of a site in Scotland, had been investigated Mrs. Dunwoody said the first function of the Location of Offices Bureau was to encourage the decentralization and diversion of office employment from Central London to suitable centres elsewhere. The Bureau could not carry out this function unless it were easily accessible to office employers in London. 'I have no plans to re-locate the Bureau,' she said.

Asked further, whether, in view of the fact that office development in the East Anglian planning region was no longer subject to Government control, the Location of Offices Bureau would be helped in promoting the development of offices in the expanding towns of West Suffolk, notably Haverhill, Mrs. Dunwoody said: 'It is not the function of the Location of Offices Bureau to promote office development in particular places. The Bureau brings to the attention of firms contemplating movement from London all sites which might meet their needs.'

Exports of switchgear

Replying to a request to publish in the Official Report the total value of exports of switchgear during each of the last five years, Mr. Dell said switchgear was not separately distinguished in the overseas trade statistics. Figures of exports for a broader category of switchgear and other equipment would be found in the following publications:—

1964	Annual Statement of Trade	pps. 355/6
1965	Annual Statement of Trade	pps. 366/7
1966	Annual Statement of Trade	pps. 420/1
1967 }	Overseas Trade Accounts	
1968 }	December, 1968	p.232

Changes in the trade heading had been made over the period so that the figures available were not directly comparable.

Asked further to publish in the Official Report the total amount of export credit allowed by the Board in each of the last five years in respect of switchgear, Mrs. Dunwoody said: 'I assume that my hon. Friend has in mind exports covered by the Export Credits Guarantee Department. I regret that the figures for switchgear cannot be separately identified. The full range of ECGD guarantees has been and is available for exports including switchgear.'

Investment grants

'Investment grants may be paid under the Industrial Development Act on plant used by industrial enterprises for these purposes.' said Mr. Dell, asked what grants are available for plant designed to combat air and water pollution in existing industrial enterprises.

How Timpo Toys struck it rich in a Development Area.

Timpo Toys are successful manufacturers of model toys. Over two thirds of their production is exported. In 1964 their order books were growing but they were having to make do with four cramped factories spread around London.

Then they arranged a meeting with the Board of Trade to look at what the Development Areas had to offer. At Shotts, Lanarkshire, in Scotland, they were shown the right factory, ready and waiting. It cost them one fifth the rental that had been asked for comparable factory space in London. They found a ready supply of adaptable labour. They also got capital grants for new machinery and assistance with their moving expenses.

Today there are even better opportunities in Development Areas (Scotland, Wales, the North, Merseyside and the South-West). Grants can cover 25% of building costs for a new factory (in some cases 35%). There are investment grants of 40% for new manufacturing plant and machinery. Employment Premiums are £97.10s. p.a. for every man on the payroll. And there's an extra £10 per week for every additional man undergoing approved training.

Even in their first year at Shotts, Timpo Toys showed a profit. Since then they've already extended their 32,000 sq. ft. factory by another 40,000 sq. ft. and now they're planning another extension.

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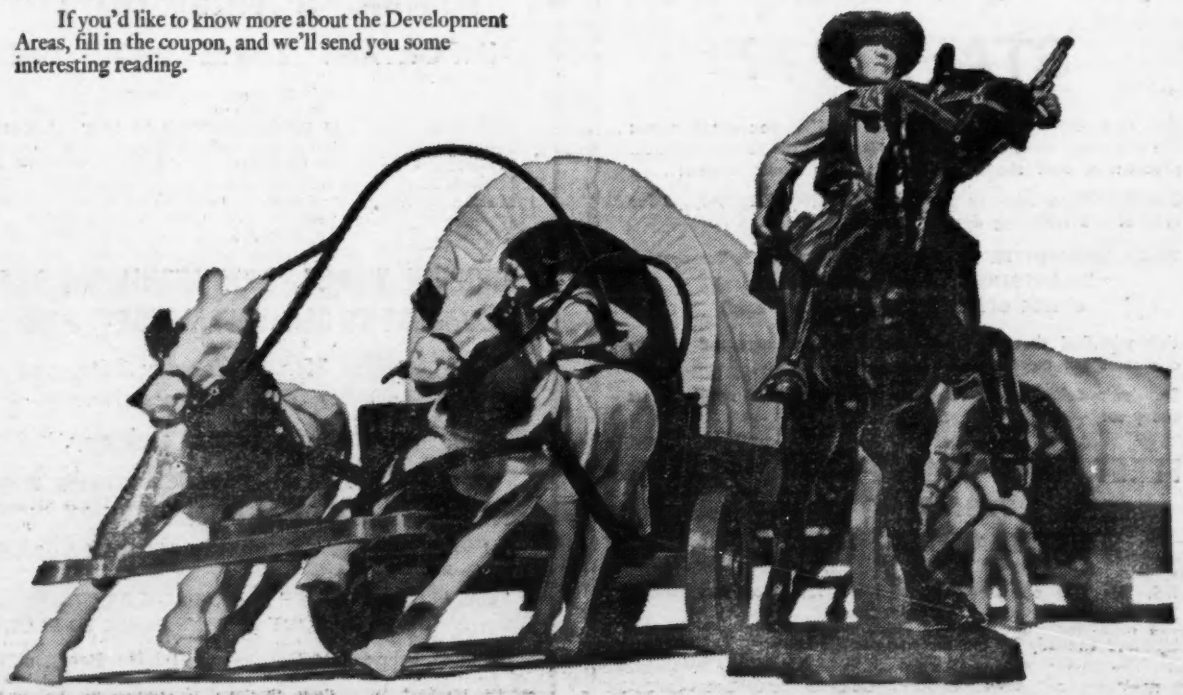
1 Victoria Street, London, S.W.1.
Telephone: 01-222 7877. Ext. 3333.
Or your nearest Board of Trade Regional Office.

Contact Industrial Expansion at the Board of Trade



Aviation and Shipping

BOAC: Board appointment

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. D. H. Glover as a member of the Board of British Overseas Airways Corporation.

Note: Mr. Glover has been with BOAC since 1946. He was appointed financial comptroller of the Corporation in 1962 and was made financial director in 1964.

This appointment is to fill a vacancy on the Board. For the reasons given in the President's statement of May 29, 1968, it will run, like the reappointment of existing members, until the end of 1969.

Min. of Tech. appoints independent technical investigator for QE2 turbines

THE MINISTRY OF TECHNOLOGY announced on February 10 that Sir Arnold Lindley, president of the Institution of Mechanical Engineers, has been asked to make an independent technical assessment of the Queen Elizabeth 2's engine problem. He will receive reports from Upper Clyde Shipbuilders Ltd., John Brown Engineering (Clydebank) Ltd., and The Cunard Steamship Company Ltd., about the faulty performance of the turbines during the recent trials of the QE2.

Sir Arnold will report to the Minister of Technology whether new trials should take place and will make any further recommendations he may think desirable.

The small body, under Sir Arnold Lindley, will have two BoT surveyors working with it.

Parliamentary Answers on aviation and shipping

Below are Parliamentary Answers relating to the aviation and shipping industries.

TUESDAY, FEBRUARY 4

Turnhouse Airport

Lord Beswick was asked what progress had been made towards settling the dispute which had caused BEA to withdraw all services to and from Turnhouse aerodrome. He answered that BEA were able to restore their services to Dyce on January 30, and restored the Edinburgh services from the morning of February 3.

'Her Majesty's Government are hopeful that discussions now taking place will lead to a satisfactory ending to this dispute, which has inflicted such serious inconveniences to passengers and could have caused damage to the Scottish economy,' said Lord Beswick.

International Air Transport Association

Stating that certain British travel agents were giving bookings to foreign airlines in order to obtain votes for recognition by International Air Transport Association, a Member asked for an estimate of the loss of revenue to British European Airways and British Overseas Airways Corporation arising from this practice. Mr. William Rodgers, Minister of State, Board of Trade, said he had no reason to suppose that there was any net loss of revenue, since with the worldwide IATA system, any loss suffered by British airlines in the United Kingdom was likely to be offset by gains abroad.

Designation of aerodromes

Replying to an inquiry on arrangements for the designation of aerodromes to provide facilities for consultation under Section 8 of the Civil Aviation Act, 1968, Mr. Rodgers said after consultation with representatives of the aerodrome owners and consideration of representations made by interested parties, the Board of Trade had prepared a list of aerodromes for designation. Their owners were being consulted and when their views had been considered an order would be made.

Edwards Committee

Mr. Rodgers was asked to make a statement on the progress made by the Edwards Committee in its inquiry into civil aviation, in view of the growing need for steps to be taken to

(Continued at foot of next page)

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
Feb. 18	**Technical and miscellaneous stores**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 0532-20898.)**

Fork lift trucks; compressors; generators; charging sets; lathes; milling machines; shaping machines; grinding machines; saws; weighing machines; MT assemblies, spares and equipment; tyres; trailers; transporting and lifting equipment; electric cable; electric, wireless and signal equipment and spares; testing instruments; pneumatic tools; tools and tool kits; fire fighting equipment; ambulance stretchers; storehouse trucks; dexion racking; binoculars; Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; safes; wood and metal boxes; gravity roller conveyor; ironmongery; household and kitchen equipment; nissen huts; textiles including respirator and webbing haversacks; tents; carpets; rugs; curtains; ground sheets; web equipment; kitbags; rope; rags; camping equipment; mattresses; palliasse and bolster cases; sandbags; clothing including battledress; raincoats; greatcoats; gauntlets; shoes; unworn ankle boots; firemen's clothing; furniture including chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables, etc. and large quantities of miscellaneous stores.

Feb. 25-28	**Vehicles, earth moving and lifting equipment**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Limousine, saloons and estate cars including Morris 'Minor 1000'; 'Mini Minors'; 'Oxford Farinas' and Commercial utility vans; Land Rovers; Bedford 'Utilecons'; Ford 'Populars'; 'Anglias'; 'Consuls'; 'Zephyrs'; 'Cortinas'; Hillman 'Huskys'; Standard 'Ensign' estates; Humber 'Hawks'; Vauxhall 'Victors'; trailers; tankers; trucks; breakdown and heavy duty vehicles including Mack tractors, cranes; angledozers; scrapers; dumpers; hydraulic tippers; coaches and many other types of vehicles.

March 4	**Miscellaneous stores**	**Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)**

Machine tools; MT spares; tar/bitumen distributor; Mastic asphalt mixer; radar, wireless and electrical equipment and spares; non-ferrous metals; field telephone sets; Longine and Omega wrist-watches; sisal and manila rope; diesel-driven alternators; scrap batteries; tyres; scrap rubber; wood packing cases; furniture; clothing including firemen's and firewomen's clothing and large quantities of general stores.

March 11-13	**Miscellaneous equipment and stores**	**Ordnance Storage and Disposal Depot, Branston, Staffs.**	**Arnold & Son (Dept. L), 'Modwena House' 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657.)**

MT, electrical and electronic spares and equipment; radio receivers; workshop, radar, laundry and metal-bodied trailers; test sets; a quantity of wrist and pocket watches; photographic equipment; binoculars; generators; X-ray equipment; bearings; aircraft components and ground equipment; camping equipment; battery torches; machine tools including centre and capstan lathes; universal and horizontal milling machines; pillar and bench drilling machines; woodworking machinery; lathe and milling tools, etc.; steel pipe and pipe fittings ⅛ in. to 4 in.; clothing and textiles including vests; drawers; webbing; flax and cotton duck; canvas packs; haversacks; sleeping bags; shoes, etc., and large quantities of other general equipment and stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

BUILDING MATERIALS

Over 1,000 tons of pipe and pipe fittings, water tanks and towers and fittings (normal domestic and commercial pattern), will be offered for sale at Ministry of Defence auction sales to be held at BRANSTON, Staffs. on March 11-13, 1969; COLCHESTER, Essex, on March 18, 1969; BARLOW, Yorks., on May 20, 1969, and BRANSTON, Staffs., on June 10, 1969. Catalogues, price 1s. 0d. (postal order only) will be available, from about two weeks prior to each sale, from the following auctioneers:

BRANSTON: Arnold & Son, 13 Market Place, Burton-upon-Trent, Staffs.
COLCHESTER: Fenn, Wright & Co., 146 High Street, Colchester.
BARLOW: Bartle & Son, 52 Merrion Street, Leeds 2.
BRANSTON: Arnold & Son, 13 Market Place, Burton-upon-Trent, Staffs.

SURPLUS CLOTHING

Large quantities of civil defence clothing including firemen's trousers, tunics, greatcoats and women's gaberdine raincoats, greatcoats, jackets, skirts, wrap-over overalls, waterproof leggins, webbing waist belts, shoes and peaked caps, are to be sold at Ministry of Defence auction sales to be held at BARLOW, Yorkshire, on February 18, 1969; at BRANSTON, Staffs., on March 11, 12, 13, 1969; and at COLCHESTER, Essex, on March 18, 1969. Catalogues, price 1s. 0d. (postal orders only) obtainable from the following auctioneers:

BARLOW: Barkle and Son, 52 Merrion Street, Leeds LS2 8JH, Yorks.
BRANSTON: Arnold and Son, Modwena House, 13 Market Place, Burton-Upon-Trent, Staffs.
COLCHESTER: Fenn, Wright and Company, 146 High Street, Colchester, Essex.

SALE BY TENDER

'ZEBRA' DIGITAL COMPUTER AND ASSOCIATED EQUIPMENT

Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iii (A)), Room 418, First Avenue House, High Holborn, London, W.C.1.

AVIATION AND SHIPPING PQS, *continued*

improve the negotiating machinery between British Overseas Airways Corporation and its pilots. He answered: 'We expect to receive the committee's report by the end of March.' Mr. Rodgers went on to state that he could not say what bearing it might have on the matter refered to.

Imports of materials for shipbuilding industry

Mr. Edmund Dell, Minister of State, Board of Trade, was asked for the value of crankshafts and forgings for the shipbuilding industry imported from Italy in 1967 and 1968; what rate of duty was levied; what representations have been made about dumping of such subsidized products from Italy; and what reply had been sent. Mr. Dell said it is not possible to distinguish imports of crankshafts and forgings for the shipbuilding industry in the import statistics. The normal rate of duty on imports of these items from Italy was 11 per cent, but relief was available to the shipbuilding industry under Sections 5(2) and 5(3) of the Import Duties Act, 1958.

The British producers of crankshafts and running gear for marine engines had sought guidance from the Board of Trade on the kind of evidence needed to support an application by them under the Customs Duties (Dumping and Subsidies) Acts, 1957 and 1968; and advice on this had been given. If the industry submitted an aplication with supporting *prima facie* evidence of dumping and of material injury being caused or threatened thereby, the Board would consider the case.

New Books

Present Value Factors, by A. L. Kingshott. (Ford Motor Company Limited, Warley, Brentwood, Essex. £3 3s.) In July 1967 the Ford Motor Company published Mr. Kingshott's *Investment Appraisal* as the first volume in the *Ford Business Library Series*. The main part of the volume consisted of tables showing the sum of the present values of the cash flows which result from spending a unit amount on operating costs, plant and machinery and industrial buildings. *Present Value Factors* has now been published, also in the same series to make available tables which replace those in the earlier volume. The tables are based on investment grant and corporation tax levels applicable in 1968 and 1969. The first series deals with expenditure on operating costs, at discount rates from 0 per cent to 20 per cent in one per cent steps, and 25 per cent to 100 per cent in five per cent steps. Ten series of tables deal with expenditure on plant and machinery where investment grants are at 20 per cent, 40 per cent or not available, initial allowances are 30 per cent or not available, and annual allowances are at 15 per cent, 20 per cent or 25 per cent. Two series deal with expenditure on industrial buildings where investment grants are 25 per cent or not available, initial allowances 15 per cent or not available, and annual allowances 4 per cent. In each series of tables figures are calculated for discount rates from 1 per cent to 20 per cent by one per cent steps, and 25 per cent to 100 per cent by five per cent steps. Finally there is a series of normal discount tables, and one of 'infinite chain' factors, intended for use in evaluating proposals relating to the replacement of machines. Discounted cash flow (DCF) techniques have been used on a limited scale because the amount of calculation involved has been regarded as prohibitive. The tables publisher here, it is claimed, make DCF techniques virtually as simple to use as the traditional methods of project evaluation. In *Investment Appraisal* the tables were preceded by an 89 page practical guide to the application of DCF techiniques; this has not been included in the present work. Mr. Kingshott is Treasurer of the Ford Motor Company Limited.

Port Unit Transport Statistics. Great Britain 1968. (48 pages. National Ports Council, 17 North Audley Street, London W1. 10s.) This publication is the first comprehensive set of statistics relating to unit transport movements to be published in Britain. It is based upon records instituted in January 1967 at the request of the National Ports Council by port authorities with unit transport traffic. Figures were supplied by 45 ports. The figures show that during 1967 just over six million tons of foreign and coastwise traffic at British ports used unit transport services. If bulk traffics are excluded, in 1967 unit transport accounted for two fifths of the country's coastwise traffic, one tenth of the foreign traffic, and two thirds of the traffic with the Irish Republic. The statistics of this traffic are not shown separately for each port since it would be impossible to avoid revealing details of the commercial activities of individual undertakings operating unit transport services in highly competitive conditions. The statistics have been published, therefore, mainly for coastal groups of ports, and exceptionally, for London and Dover. In addition to traffic data the booklet includes commodity analyses of container cargoes and data relating to the number and size of containers in use. There are 23 tables and five maps indicating specialized unit transport services available at British ports as at July 1968.

Implications for Business of the New Trade Descriptions Law, by W. J. Leaper. (211 pages. Business Books. £2 10s.) The Trade Descriptions Act 1968 affects the whole field of merchandising. The purpose of this book is to act as a guide to the legal obligations which the Trade Descriptions Act 1968 imposes upon advertisers and retailers. It reviews the numerous provisions of the Act – many of them revolutionary in character – comparing them with the more limited scope of earlier legislation, which was directed solely against written misdescriptions, and explaining the new legal definition of what is now held to be misrepresentation in marketing. Special attention is paid to the powers conferred upon the Board of Trade to require designated products to be appropriately described or labelled, and examples are given of when, in the absence of such information, it would be an offence to offer or even expose such goods for sale. The circumstances under which an advertisement might be held likely to deceive a potential customer are fully examined; and a warning given as to the penalties which even misunderstanding of this provision might incur. The question of who is responsible for the contents of such an advertisement is also covered. The text of the Trade Descriptions Act 1968, and the Misrepresentation Act 1967, Section 26 of the Weights and Measures Act 1963, Sections 93 and 97 of the Food and Drugs Act 1955, are reprinted in this publication.

Computers: Planning for People, by Enid Mumford and T. B. Ward. (176 pages. Batsford. £2 17s. 6d.) Planning for computer usage will be a major managerial preoccupation in the years ahead. It is a process which is both new and complex: the computer difficulties experienced by many firms are a direct result of a lack of knowledge of problem areas in electronic data processing. This lack of knowledge leads, in turn, to partial and inadequate planning. One important reason for defective planning is industry's traditionally narrow approach to technical innovation – considering this only from an engineering or systems point of view. But it is increasingly apparent that the problems of innovation have more than a technical content: they also contain economic factors, organizational factors and personnel and human relations factors. Good planning means that management must diagnose and plan for problems in all these areas, and to do this sucessfully it must adopt an integrated and interdisciplinary approach. This book uses such an approach and discusses likely technical, organizational and personnel problem areas in computer introduction and development.

The Selling of Fruit and Vegetables: A Comparative Study of Commission Trading, by P. G. Ellis and J. H. Kirk. *Marketing Series Report No.* 4. (55 pages. Available from the Secretary, Marketing Department, Wye Collge, near Ashford, Kent, at 7s. 6d.) This bulletin examines the system by which growers consign their produce to wholesale markets for sale on commission by 'market men', the growers not knowing in advance the prices they are to receive. The system has long been the subject of criticism by some growers, not only in this country but elsewhere, and it has often been suggested that it should be replaced by one which would compel merchants to buy outright from growers at firm prices, i.e. at prices agreed before the produce leaves the hands of the grower. The writers made visits to several European countries to investigate conditions there and to draw comparisons.

Data Book: Motor Industry Statistics 1958-1967. Motor Manufacturing Economic Development Committee. (32 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.) Statistical information on the production of cars, commercial vehicles and the motor industry in general is regularly required by a wide range of inquirers. Much of this information (but not the frequent demands for production and trade figures by models) can be obtained from the publications of the Society of Motor Manufacturers and Traders Ltd., particularly the *Monthly Statistical Review* and the annual *Motor Industry of Great Britain;* and in the Board of Trade's monthly *Business Monitor – Cars and Commercial Vehicles.* Although this new pamphlet which will be issued annually does not add any additional information to that already available (the statistics which are included have been obtained from published sources), it does collate the data from various organizations into a handy reference guide that provides a picture of the industry. Figures are included for the 10-year period to 1967 on production, exports, imports, registrations, finance and employment.

Protective Clothing. E.D.C. for Civil Engineering. (10 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.) This is a checklist of the points to watch when purchasing safety and protective clothing, from safety helmets to Wellington boots and shoes. The recommendations in the booklet are not intended to be final, but it is hoped that they will be a useful guide to the best of what is now available.

Other Publications

THE DIPLOMA IN MANAGEMENT STUDIES 1961-1968. Committee for the Diploma in Management Studies and the Department of Education and Science. 28 pages. Available free from the Department of Education and Science, Curzon Street, London W1.

THE FIRST TWO YEARS, 1966-68: A PROGRESS REPORT ON THE WORK OF THE HOTEL AND CATERING EDC (LITTLE NEDDY) IN THE PERIOD JUNE 1966- MAY 1968. Hotel and Catering, EDC. 23 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

LABOUR TURNOVER – A MANAGER'S GUIDE TO ACTION. Food Manufacturing EDC. 14 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

MIDLANDS INDUSTRY AND COMMERCE TRADES DIRECTORY. 1968/69. Birmingham, Dudley, Kidderminster, Walsall and Wolverhampton. Chambers of Commerce. 376 pages. Birmingham Chamber of Commerce, 75 Harbourne Road, Edgbaston, Birmingham 15. £1 15s.

MONEY IN BOOM AND SLUMP: AN EMPIRICAL INQUIRY INTO BRITISH EXPERIENCE SINCE THE 1880's, by A. A. Walters. 56 pages. Institute of Economic Affairs, Eaton House, 66a Eaton Square, London SW1. 7s. 6d.

A PROGRAMME FOR NATIONAL RECOVERY: THE BALANCE OF PAYMENTS AND INVISIBLE EARNINGS. *Research Paper No.* 3. 44 pages. National Recovery Programme, 10 Berkley Street, London W1. 7s. 6d.

REVIEW OF NON-FERROUS METALS IN 1968. 25 pages. Available from the British Metal Corporation Ltd., 93 Gresham Street, London EC2.

SALARY ADMINISTRATION, by G. McBeath and D. N. Rands. 2nd edition. 283 pages. Business Books. £2 5s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices								
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+286	+113	+29	+35
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+99	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+82	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+6
1967	133	133	171	165	132	101	173	130	166	203	186	+104	— 40	—30	+10
1968	.	.	.	.	.	104	.	.	.	.	.	.	.	.	+98
1967															
1st quarter	133	132	167	161	129	100	167	130	163	192	179	+ 32	— 13	— 7	+14
2nd quarter	133	133	169	162	129	100	176	136	174	200	185	+ 45	+ 8	—11	+14
3rd quarter	134	133	173	166	132	102	174	128	164	207	190	— 25	— 11	—16	—30
4th quarter	134	135	174	170	135	104	174	128	163	211	192	+ 59	— 22	+ 5	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	183	210	194	—119	—140	+ 7	+46
2nd quarter	135	138	181	170	130	102	174	125	168	216	189	+ 90	+ 59	+15	Nil
3rd quarter	138	140	184	175	134	103	176	131	181	210	184	+ 72	+ 33	+17	+ 5
4th quarter	.	.	.	.	.	104	.	.	.	.	.	.	.	.	+39
1968															
June	.	139	.	.	.	103	.	.	.	.	.	.	.	.	.
July	.	140	.	.	.	102	.	.	.	.	.	.	.	.	.
August	.	141	.	.	.	104	.	.	.	.	.	.	.	.	.
September	.	139	.	.	.	102	.	.	.	.	.	.	.	.	.
October	.	141*	.	.	.	103	.	.	.	.	.	.	.	.	.
November	.	142*	.	.	.	106	.	.	.	.	.	.	.	.	.
December	.	.	.	.	.	104	.	.	.	.	.	.	.	.	.

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	.	.	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	580	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—398
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	149	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,621	158	155	+ 15
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,411	168	155	—404
1968	.	.	125·0	+4·7	120·6*	112·4*	187·2	543	189	.	206	190	.
1967													
1st quarter	149	104	118·6	+3·7	106·1	107·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,419	167	160	—410
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,359	178	138	—239
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,225	203	181	—475
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180	.	201	180	—152
3rd quarter	138	128*	125·7	+5·6	119·3	112·7	187·6	580	182	.	209	196	— 80
4th quarter	.	.	127·2	+5·6	120·4*	113·1*	190·7	533	210	.	211	199	.
1968													
June	138	125	125·4	+4·6	119·9	112·7	186·0	569	178	.	193	182	.
July	138	123*	125·5	+5·3	119·2	112·7	187·0	580	180	.	210	188	.
August	139	126*	125·7	+5·7	119·1	112·7	187·6	585	179	.	209	199	.
September	138	128*	125·8	+5·9	119·7	112·8	188·2	575	186	.	208	201	.
October	140*	126*	126·4	+5·6	119·9	113·0	188·5	551	195	.	210	196	.
November	140*	126*	126·7	+5·2	120·4	113·1	190·4	529	211	.	217	207	.
December	.	.	128·4	+5·9	120·9*	113·3*	193·1	520	225	.	207	190	.
1969													
January	.	.	.	.	122·0*	113·5*	.	506	208	.	.	.	.

*Provisional. †Not seasonally adjusted.

Industrial countries' trade and production in the third quarter of 1968

THE VALUE of exports from industrial countries increased strongly in the third quarter of 1968. The sharp rise of 8½ per cent between the second and third quarters, after allowing for normal seasonal movements, is attributable in some measure to the Kennedy Round tariff cuts and the end of the disturbances in France. Provisional estimates suggest a small increase in the fourth quarter, with an overall rise of between 12 and 13 per cent for 1968.

There was an increase in both industrial countries' exports to each other and to primary producers in the third quarter. After levelling out in the previous quarter, intra-trade rose by 8 per cent and exports to primary producers increased by 7 per cent compared with a little under 1 per cent in the second quarter. All the countries shown in Table 3 increased the value of their exports with the exception of Canada. Exports from both the United States and Japan continued to accelerate after falling back at the end of 1967. United Kingdom exports which had declined slightly in the second quarter, rose sharply in the third quarter. Exports from the EEC countries rose by 12¼ per cent, with strong expansion in exports from the German Federal Republic after a pause in the second quarter and a marked increase in French exports following the strikes.

Exports of manufactures by the main manufacturing countries showed a similar pattern to total exports from industrial countries. Expansion was resumed in the third quarter following the slowdown in the middle of the year.

The value of industrial countries' imports showed renewed growth in the third quarter. An increase of 6 per cent, in seasonally adjusted terms, followed a rise of 1 per cent in the second quarter and 3½ per cent in the first quarter of 1968. Of the countries shown in Table 4, imports into the United States slackened after strong growth in the second quarter and there was no recovery in Canadian imports after the fall in the preceding quarter. Imports into Japan began rising after remaining unchanged in the second quarter. German imports which had been increasing continuously since the middle of 1967, advanced more quickly in the third quarter of 1968. Following a slight fall in the second quarter imports into the United Kingdom rose by nearly 4 per cent.

Industrial production

The index of industrial countries' industrial production rose by 4 points in the third quarter of last year, a faster rate of growth than in the first half of the year. All the countries identified in Table 6 increased their output, with industrial production expanding rapidly in both Japan and the German Federal Republic. Following the unrest, there was renewed activity in France, where output rose 2 points above the first quarter level. The United Kingdom also recorded increased industrial production after a second quarter standstill.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Section 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 5. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

Some of the export series in Tables 1 and 5 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted. US $ thousand million

	Exports (f.o.b.)				Imports (c.i.f.) (c)		
	To industrial countries (a)	To primary producers (a)	To world		From industrial countries	From primary producers	From world
			Total	Manufactures (a) (b)			
1962	14·64	6·96	22·20	14·67	15·35	7·61	22·98
1963	16·16	7·37	24·15	15·91	16·90	8·35	25·26
1964	18·46	8·42	27·47	18·26	19·21	9·22	28·45
1965	20·81	9·17	30·13	20·69	21·34	9·78	31·14
1966	23·19	9·94	33·34	23·15	23·99	10·62	34·63
1967	24·64	10·40	35·17	24·79	25·39	11·02	36·44
1964 1st quarter	17·88	7·94	26·46	17·32	18·69	9·05	27·74
2nd quarter	18·06	8·18	26·83	18·07	19·03	9·22	28·16
3rd quarter	18·32	8·48	27·39	18·39	19·18	9·15	28·35
4th quarter	19·21	8·86	28·68	19·28	19·73	9·35	29·18
1965 1st quarter	19·48 (1)	8·69 (1)	28·31 (1)	19·49 (1)	19·89 (1)	9·26	29·19 (1)
2nd quarter	20·49	9·28	29·97	20·61	21·26	9·71	30·94
3rd quarter	21·10	9·35	30·63	21·03	21·60	9·86	31·49
4th quarter	22·00	9·32	31·47	21·61	22·52	10·32	32·94
1966 1st quarter	22·67	9·42	32·11	22·25	23·41	10·28	33·71
2nd quarter	22·96	9·66	32·96	22·59	23·61	10·57	34·15
3rd quarter	23·28	10·21	33·81	23·52	24·23	10·97	35·25
4th quarter	23·78	10·42	34·40	24·24	24·66	10·84	35·53
1967 1st quarter	24·46	10·72	35·18	24·64	25·08	10·88	35·98
2nd quarter	24·51	10·61	35·25	25·04	25·33	10·74	36·05
3rd quarter	24·37	10·44	35·13	24·63	25·17	11·02	36·26
4th quarter	25·40	9·89	35·52	24·83	26·17	11·57	37·77
1968 1st quarter	26·78	11·00	37·64	26·66	27·55	11·47	39·08
2nd quarter	26·77	11·09	37·87	27·02	27·63	11·94	39·61
3rd quarter	28·90	11·90	41·12	29·64 p	29·39	12·53	42·01

(a) Excluding United States Special Category exports (see Definitions), and the United States are valued f.o.b.
(b) Exports of manufactures by the main manufacturing countries (see Definitions).
(c) Imports into Canada
p Provisional.
(1) Significantly affected by a dock strike in the United States.
Sources:
Column 4: Board of Trade,
Other columns: OECD.

Table 2. World trade

Quarters or quarterly averages seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from			Imports (c.i.f.) (a) into		
	Industrial countries	Primary producers	World	Industrial countries	Primary producers	World
1962	22·20	8·73	30·93	22·98	9·50	32·48
1963	24·15	9·56	33·71	25·26	9·94	35·20
1964	27·47	10·44	37·91	28·45	11·15	39·60
1965	30·13	10·98	41·11	31·14	11·93	43·07
1966	33·34	11·74	45·08	34·63	12·58	47·21
1967	35·17	12·17	47·34	36·44	13·21	49·64
1964 1st quarter	26·46	10·26	36·72	27·74	10·58	38·32
2nd quarter	26·83	10·40	37·23	28·16	11·05	39·21
3rd quarter	27·39	10·34	37·73	28·35	11·33	39·68
4th quarter	28·68	10·75	39·43	29·18	11·66	40·84
1965 1st quarter	28·31 (1)	10·61	38·92 (1)	29·19 (1)	11·55	40·74 (1)
2nd quarter	29·97	10·98	40·95	30·94	12·09	43·03
3rd quarter	30·63	10·97	41·60	31·49	12·08	43·57
4th quarter	31·47	11·31	42·78	32·94	12·01	44·95
1966 1st quarter	32·11	11·57	43·68	33·71	12·45	46·16
2nd quarter	32·96	11·74	44·70	34·15	12·22	46·37
3rd quarter	33·81	11·85	45·66	35·25	12·71	47·96
4th quarter	34·40	11·89	46·29	35·53	13·04	48·57
1967 1st quarter	35·18	12·05	47·23	35·98	13·40	49·38
2nd quarter	35·25	11·89	47·14	36·05	13·52	49·57
3rd quarter	35·13	12·18	47·31	36·26	12·90	49·16
4th quarter	35·52	12·65	48·17	37·77	13·36	51·13
1968 1st quarter	37·64	12·28	49·92	39·08	13·46	52·54
2nd quarter	37·87	12·98 p	50·85 p	39·61	13·97 p	53·58 p
3rd quarter	41·12			42·01		

(a) Imports into Canada and the United States are valued f.o.b.
p Provisional.
(1) Significantly affected by a dock strike in the United States.
Sources:
Columns 1 and 4: OECD.
Columns 2 and 5: Data from 'International Financial Statistics' (published by International Monetary Fund), seasonally adjusted by the Board of Trade.
Columns 3 and 6: Obtained by addition.

Table 3. Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from									European OECD Intra-trade
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·39
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·68	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·45	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1967	7·74	2·64	2·61	22·13	3·59	14·04	5·43	2·85	2·18	13·71
1964 1st quarter	6·20	1·82	1·45	16·88	3·16	10·35	4·00	2·24	1·37	10·62
2nd quarter	6·24	1·95	1·60	17·03	3·21	10·41	3·99	2·21	1·45	10·78
3rd quarter	6·45	1·98	1·69	17·20	3·15	10·58	4·00	2·19	1·54	10·77
4th quarter	6·73	1·90	1·87	18·03	3·26	11·08	4·19	2·32	1·55	11·24
1965 1st quarter	5·59 (1)	1·90	2·06	18·56	3·31	11·54	4·37	2·35	1·70	11·66
2nd quarter	6·94	1·97	2·14	18·78	3·35	11·71	4·38	2·48	1·78	11·73
3rd quarter	6·92	2·05	2·18	19·46	3·49	12·08	4·49	2·58	1·80	12·46
4th quarter	7·09	2·15	2·08	20·09	3·56	12·51	4·65	2·64	1·85	12·63
1966 1st quarter	7·19	2·32	2·37	20·20	3·60	12·51	4·76	2·64	1·91	12·84
2nd quarter	7·26	2·33	2·38	20·82	3·47 (2)	13·16	4·95	2·77	2·03	13·08
3rd quarter	7·44	2·42	2·47	21·33	3·72	13·41	5·18	2·78	2·03	13·13
4th quarter	7·50	2·47	2·56	21·70	3·89	13·54	5·26	2·74	2·08	13·31
1967 1st quarter	7·77	2·67	2·57	22·12	3·92	13·82	5·31	2·78	2·18	13·66
2nd quarter	7·78	2·70	2·58	22·16	3·72	13·89	5·40	2·82	2·15	13·66
3rd quarter	7·77	2·48	2·71	22·07	3·66	13·87	5·41	2·84	2·12	13·54
4th quarter	7·69	2·72	2·63	22·35	3·07 (1)	14·66	5·64	2·97	2·27	14·07
1968 1st quarter	8·01	3·10	2·89	23·61	3·71	15·20	5·76	3·14	2·38	14·58
2nd quarter	8·37	3·13	3·23	23·19	3·65	14·83	5·75	2·62 (3)	2·50	14·35
3rd quarter	8·96	3·04	3·31	25·73	3·96	16·69	6·43	3·53	2·53	15·73
4th quarter					4·03					

(a) Excluding Department of Defence shipments.
(1) Significantly affected by a dock strike.
(2) Significantly affected by the seamen's strike.
(3) Significantly affected by strikes.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

(Continued on next page)

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Table 4. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·98	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·05	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·33	2·38	23·58	4·17	13·42	4·51	2·97	2·14
1967	6·68	2·52	2·92	24·32	4·43	13·74	4·34	3·10	2·42
1964 1st quarter	4·41	1·67	1·98	19·68	3·95	11·07	3·38	2·49	2·03
2nd quarter	4·55	1·75	1·97	19·90	3·93	11·11	3·46	2·51	1·88
3rd quarter	4·72	1·74	1·92	19·96	3·95	11·07	3·74	2·51	1·61
4th quarter	4·86	1·76	2·07	20·49	4·08	11·46	3·97	2·52	1·68
1965 1st quarter	4·75 (1)	1·85	1·98	20·61	3·84	11·51	4·12	2·45	1·72
2nd quarter	5·40	1·93	2·09	21·53	4·04	11·97	4·33	2·51	1·76
3rd quarter	5·21	2·02	2·06	22·21	4·11	12·48	4·50	2·63	1·90
4th quarter	5·90	2·17	2·07	22·81	4·12	13·02	4·54	2·76	1·93
1966 1st quarter	5·99	2·21	2·22	23·29	4·27	13·10	4·58	2·81	2·06
2nd quarter	6·24	2·30	2·30	23·31	4·13 (2)	13·26	4·53	2·93	2·07
3rd quarter	6·61	2·33	2·43	23·88	4·31	13·57	4·47	3·06	2·19
4th quarter	6·64	2·48	2·59	23·82	3·95	13·63	4·46	3·11	2·26
1967 1st quarter	6·68	2·46	2·72	24·12	4·42	13·56	4·25	3·16	2·35
2nd quarter	6·55	2·58	2·85	24·08	4·46	13·42	4·22	2·97	2·36
3rd quarter	6·56	2·55	2·96	24·20	4·36	13·62	4·29	3·11	2·45
4th quarter	7·07	2·50	3·17	25·03	4·47	14·44	4·59	3·20	2·55
1968 1st quarter	7·78	2·81	3·10	25·40	4·66	14·51	4·75	3·26	2·24
2nd quarter	8·30	2·76	3·11	25·45	4·62	14·50	4·82	2·99 (3)	2·56
3rd quarter	8·36	2·76	3·30	27·58	4·80	16·12	5·22	3·81	2·67
4th quarter					4·88				

(a) Canadian and United States imports are valued f.o.b.
(1) Significantly affected by a dock strike.
(2) Significantly affected by the seamen's strike.
(3) Significantly affected by strikes.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 5. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages.

US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·2)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·69 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·5)	0·76 (11·4)	0·75 (10·6)	4·69 (11·3)	1·20 (26·5)	2·26 (16·3)	23·15 (11·9)
1967	2·95 (–1·0)	4·87 (8·2)	1·44 (2·5)	2·11 (6·0)	1·75 (8·9)	1·06 (4·4)	0·83 (9·2)	0·80 (6·7)	5·07 (8·3)	1·47 (22·4)	2·45 (8·4)	24·79 (7·1)
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·32
2nd quarter	2·56	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·07
3rd quarter	2·57	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·39
4th quarter	2·65	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·28
1965 1st quarter	2·70	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66 (1)	0·84	1·67	19·49 (1)
2nd quarter	2·70	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·61
3rd quarter	2·85	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	21·03
4th quarter	2·95	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·61
1966 1st quarter	2·92	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·25
2nd quarter	2·78 (2)	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·59
3rd quarter	3·10	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·45	1·15	2·35	23·52
4th quarter	3·18	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·95	1·40	2·60	24·24
1967 1st quarter	3·21	4·66	1·47	2·08	1·73	1·05	0·78	0·74	5·10	1·38	2·13	24·64
2nd quarter	3·06	4·91	1·46	2·18	1·77	1·08	0·92	0·79	5·34	1·53	2·39	25·04
3rd quarter	3·02	4·62	1·22	1·90	1·66	1·03	0·70	0·74	4·73	1·34	2·58	24·63
4th quarter	2·50 (1)	5·29	1·59	2·28	1·82	1·09	0·93	0·90	5·14	1·64	2·70	24·83
1968 1st quarter	3·08	5·21	1·65	2·42	1·97	1·17	0·86	0·82	5·32	1·73 p	2·43	26·66
2nd quarter	3·01	5·09	1·64	1·95 (3)	2·05	1·16	0·89	0·86	5·99	1·89 p	2·99	27·02
3rd quarter	3·28	5·51	1·57 p	2·35	2·02 p	1·21	0·88	0·88	5·75	1·68 p	3·19	29·64 p
4th quarter	3·32											

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
(1) Significantly affected by a dock strike.
(2) Significantly affected by the seamen's strike.
(3) Significantly affected by strikes.
p Provisional.
Sources: United Kingdom and Total: Board of Trade.
United States: Publication of the US Department of Commerce.
Other countries: OECD.

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Table 6. Index numbers of industrial production

Seasonally adjusted. 1963 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1962	95	95	95	96	95	96	96	92	90
1963	100	100	100	100	100	100	100	100	100
1964	108	106	107	107	107	108	108	101	116
1965	115	115	112	110	111	109	114	106	120
1966	123	126	117	112	117	117	116	118	136
1967	126	127	119	111	119	120	114	128	162
1964 1st quarter	105	104	106	106	106	107	106	104	111
2nd quarter	107	106	107	106	106	108	108	101	114
3rd quarter	108	103	107	107	107	107	109	99	118
4th quarter	110	109	109	109	108	107	111	101	120
1965 1st quarter	112	113	110	110	109	106	114	101	120
2nd quarter	114	114	111	110	111	108	114	105	119
3rd quarter	115	116	112	110	111	110	114	107	120
4th quarter	117	118	114	111	114	113	115	110	122
1966 1st quarter	121	123	116	113	116	114	118	114	126
2nd quarter	122	125	117	112	117	116	118	116	132
3rd quarter	124	127	118	112	118	119	116	121	139
4th quarter	125	128	117	110	117	119	114	121	146
1967 1st quarter	124	127	117	110	117	119	111	126	151
2nd quarter	124	126	117	110	116	118	110	128	157
3rd quarter	126	127	119	110	119	120	114	127	166
4th quarter	129	129	122	113	123	123	120	131	174
1968 1st quarter	130	130	123	115	124	126	119	132	177
2nd quarter	131	132	122	115	122	106	126	134	187
3rd quarter	135	133	128	117	130	128	130	135	194

Source: OECD.

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Office development statistics in the fourth quarter and year 1968

Summary

THE FLOOR AREA for which office development permits were issued in the fourth quarter of 1968 was lower than in the two previous quarters, at 3.2 million square feet, compared with 4.0 million square feet in the third quarter and 4.8 million square feet in the second quarter. For the year 1968 as a whole, however, there was an increase in the total area for which permits were issued of about 5 million square feet, but when account is taken of the existing office areas which applicants for permits stated would be relinquished by demolition or change of use to non-office purposes, the net increases between 1967 and 1968 was only about 2 million square feet, from 6.5 million square feet net in 1967 to 8.7 million square feet in 1968.

Fourth quarter, 1968

In the fourth quarter both the number of permits, and the gross area covered by them, were smaller in total, for the four Economic Planning Regions to which the office development control then applied than in either of the two previous quarters. (It was announced on January 30, 1969, that the East Anglia Planning Region would be excluded from the area of the control, together with the predominantly rural areas of the West Midlands and East Midlands Planning Regions.) The number of permits fell to 161 from 197 in the third quarter and 180 in the second quarter, although the number continued above the average, 128, of the three quarters before that for which comparable figures are available. The figures of gross area approved followed a similar pattern. The total area approved in the fourth quarter, 3.2 million square feet, was offset, however, according to statements by applicants for permits, by about 1 million square feet of existing office space to be demolished or taken out of office use. The decline in the total area approved in the fourth quarter, compared with the third quarter, was concentrated in Greater London, where 72 permits for a total area of 1.8 million square feet were issued in the fourth quarter, against 83 permits covering 2.7 million square feet in the previous quarter.

Annual comparisons

Comparison of the figures for the year 1968 with those for 1967 is affected by a change in the exemption limit which took place in July 1967; the limit was then raised to 10,000 square feet from 3,000 square feet, except in the London Metropolitan Region, where the lower limit continued to apply. (It was announced on January 30, 1969, that the limit would also be raised to 10,000 square feet in the London Metropolitan Region outside Greater London.) The change in July 1967 clearly affected the number of permits issued and was no doubt at least partly responsible for the smaller numbers issued in the East and West Midlands and East Anglia in 1968 than in 1967. In the London Metropolitan Region, on the other hand, where the exemption limit was unchanged, the number of permits issued rose from 441 to 1967 to 566 in 1968. The number in the South East Planning Region as a whole also rose, but by less than for the Metropolitan Region on account of the fall in the rest of the region, where the exemption limit was raised.

Gross area and area relinquished

In terms of floor space, permits issued in 1968, covering 14.1 million square feet, were over 50 per cent higher than in 1967, despite, as noted above, the removal of control over the smaller projects in July 1967 in much of the area to which the control applied. However, a higher proportion of the area approved was offset by office space relinquished in 1968 than in 1967; thus 5.4 million square feet in 1968, or 38 per cent of the gross area approved was claimed, by the applicants for permits issued, to represent demolition or change of use to non-office use of existing offices, compared with 2.7 million square feet (30 per cent) in 1967. The net space represented by permits issued rose, therefore, by only 2.2 million square feet (or by 35 per cent) between 1967 and 1968. (The control does not yield information on office space taken out of use or converted other than in connection with applications for development permits, so that the figures for the area relinquished are not a full measure of the loss of office space occurring.)

Table 1. Official development permits – regional totals

Unit of Area: Thousand square feet

	Total (the four regions)			South East Region			West Midland Region			East Midland Region			East Anglia Region		
	Number of Permits	Area		Number of Permits	Area		Number of Permits	Area		Number of Permits	Area		Number of Permits	Area	
		Gross	(2) Relinquished		Gross	(2) Relinquished		Gross	(2) Relinquished		Gross	(2) Relinquished		Gross	(2) Relinquished
1965 Aug.-December	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966 Year	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967 Year	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968 Year	662	14,127	5,415	594	12,018	5,184	35	1,381	32	18	398	62	15	330	137
1965 August-September	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	} 19	218	33	} 8	54	9
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	Nil	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	} 6	145	9	} 7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	Nil						
2nd quarter	180	4,759	1,701	156	3,787	1,611	16	798	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th quarter	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined. Horizontal lines indicate changes in regional coverage or in the exemption limit for permits affecting the comparability of the figures above and below the lines (see footnotes 1 to 4 below Table 3).

Regional distribution

The main part of the increase in gross area approved in 1968 compared with the previous year was in Central London, where permits issued rose from 84, covering 2.5 million square feet, in 1967 to 127, for 6.6 million square feet in 1968. But a much higher proportion of the 1968 total was offset by demolition, etc. – 61 per cent in 1968 against 42 per cent in 1967 – so that the increase in net floor space was only 1.1 million square feet.

In the Greater London area outside Central London the numbers of permits and the gross area covered were much the same in 1968 as in 1967. The proportion of the total area offset by demolition, etc., was somewhat lower in 1968 than in 1967 – 25 per cent against 35 per cent. In the rest of the Metropolitan region, the number of permits issued rose from 185 to 270 and the total area from 1.6 to 2.5 million square feet. The proportion of the gross area covered by demolition, etc., of existing offices was lower here than in London – about 20 per cent in both 1967 and 1968.

Despite a fall in the number of permits issued in the West Midlands region from 103 in 1967 to 35 in 1968 (reflecting in part the higher exemption limit from mid-1967), the gross area covered rose from 1.1 to 1.4 million square feet. This rise was in the West Midlands conurbation where 16 permits for 0.9 million square feet were issued in 1968 against 46 permits for a total floor space of 0.5 million square feet in 1967.

In the East Midlands and East Anglia both the numbers of permits issued and the gross area covered were lower in 1968 than in 1967. In both these regions the exemption limit was raised in mid-1967.

Size of permits

Table 3 gives a distribution, by size, of permits issued. This was affected by the changes in the exemption limit in mid-1967 referred to above. Thus, while in 1966 and 1967 about three-quarters of the number of permits issued were up to 10,000 square feet in size, in 1968 the corresponding proportion was not much over 60 per cent, and the average size of permit, of course, went up – from 10.9 and 12.6 thousand square feet in 1966 and 1967 respectively to over 21,000 square feet in 1968. In each of the three size ranges over 10,000 square feet shown in the table, the number of permits issued has grown steadily between 1966 and 1968. The distributions of total permits issued in the four Economic Planning Regions to

(*Continued on next page*)

Table 2. Selected sub-divisions of planning regions

Unit of Area: Thousand square feet

	London Metropolitan Region (included in South East Planning Region in Table 1)					
	Total (Metropolitan Region)			Greater London Council Area		
				Total (GLC Area)		
		Area			Area	
	Number of Permits	Gross	(3) Relinquished	Number of Permits	Gross	(3) Relinquished
1965 August-December	165	2,655	1,056	94	1,851	906
1966 Year	371	4,495	1,867	211	2,929	1,582
1967 Year	441	6,160	2,095	256	4,522	1,769
1968 Year	566	11,176	5,045	296	8,700	4,569
1965 August-September	78	1,055	485	48	861	463
4th quarter	87	1,600	571	46	990	443
1966 1st quarter	87	1,064	374	53	697	284
2nd quarter	80	948	362	41	528	305
3rd quarter	97	929	494	54	595	401
4th quarter	107	1,554	637	63	1,109	592
1967 1st quarter	123	1,988	553	69	1,245	475
2nd quarter	117	1,235	464	67	931	332
3rd quarter	94	1,035	554	61	815	526
4th quarter	107	1,902	524	59	1,531	436
1968 1st quarter	109	1,738	1,068	55	1,364	999
2nd quarter	147	3,561	1,581	86	2,879	1,370
3rd quarter	170	3,307	1,433	83	2,653	1,330
4th quarter	140	2,570	973	72	1,804	870

	Greater London Council Area			London Metropolitan Region (1) (included in South East Planning Region in Table 1)			West Midlands Conurbation (1) (4) (included in West Midland Planning Region in Table 1)		
	Central London Area								
	Number of Permits	Area		Rest of GLC Area			Rest of Metropolitan Area		
		Gross	(3) Relinquished	Number of Permits	Area		Number of Permits	Area	
					Gross	Relinquished		Gross	Relinquished
1965 August-December	33	1,242	587	61	609	319	71	804	150	10	46	14
1966 Year	69	1,229	676	142	1,700	906	160	1,566	285	68	459	109
1967 Year	84	2,483	1,052	172	2,039	717	185	1,638	326	46	520	129
1968 Year	127	6,601	4,051	169	2,099	518	270	2,476	476	16	935	17
1965 August-September	19	574	284	29	287	179	30	194	22	—	—	—
4th quarter	14	668	303	32	322	140	41	610	128	10	46	14
1966 1st quarter	17	203	61	36	494	223	34	367	90	33	236	43
2nd quarter	14	225	97	27	303	208	39	420	57	15	79	19
3rd quarter	15	246	237	39	349	164	63	334	93	13	109	32
4th quarter	23	555	281	40	554	311	44	445	45	7	35	15
1967 1st quarter	17	541	245	52	704	230	54	743	78	15	104	2
2nd quarter	22	495	243	45	436	89	50	304	132	19	220	26
3rd quarter	18	372	247	43	443	279	33	220	28	8	114	58
4th quarter	27	1,075	317	32	456	119	48	371	88	4	82	43
1968 1st quarter	24	1,159	946	31	205	53	54	374	69	} 6	631	7
2nd quarter	33	1,970	1,190	53	909	180	61	682	211			
3rd quarter	44	2,027	1,105	39	626	225	87	654	103	6	79	7
4th quarter	26	1,445	810	46	359	60	68	766	93	4	225	3

OFFICE DEVELOPMENT STATISTICS, *continued*

which the control has applied are largely influenced by the South East, where 1,515 (or 80 per cent) of the 1895 permits issued in the three years shown were located.

Change of use and continuing use

In addition to permits for new buildings these statistics also include permits issued for the change of use of some existing buildings, and some permits for the continued use of buildings as offices in circumstances where a new planning permission is required. Included in the totals in Table 1 for the four regions to which the control applies were 133 permits issued in 1968 covering 1.1 million square feet for change of use of existing buildings to office use. These comprised about one-fifth of the number, but only 8 per cent of the total floor area approved in the year. In 1967, 152 permits, for 0.9 million square feet of this type were issued. Permits for the continuing use of buildings as offices included in the total in Table 1 numbered 38 in 1968, covering 0.4 million square feet. The corresponding figures for 1967 were 48 permits for 0.7 million square feet.

Previous articles

This series of statistics was introduced in the *Board of Trade Journal* of September 27, 1968, where figures up to the second quarter of 1968 in the same form as in the attached tables were given. Regional totals for the third quarter of 1968, which are repeated in the present article, were published in the *Board of Trade Journal* of November 8, 1968.

At the Burberrys International Sales Conference held recently at their London headquarters, Mr. Brian Kitson, sales director, revealed that his company had improved its world sales by 35 per cent on 1967's figures; home sales increasing by 33 per cent and overseas by 40 per cent. Exports now account for 67 per cent of total sales. He also announced that initial orders of nearly £100,000 had already been placed by leading Japanese stores in anticipation of British Week in Tokyo next October. Seen at the Conference (left to right): R. Hole (Far East, Australia and Canada); John J. Cohen, deputy chairman; L. Winther (Denmark); E. Longan (Belgium); J. Luyx (Holland); F. Jouvent (Paris); P. Hacou (Germany); L. Magnagni (Italy); A. Segri (Italy); Brain Kitson, sales director; P. Irelton, general manager (Germany, Switzerland, Austria); and W. Glatt (Germany).

Table 3. Size analysis of permits (4)

Unit of Area: Thousand square feet

Thousand sq. ft.	Total (the four regions)						South East Planning Region						West Midland Planning Region					
	Year 1966		Year 1967		Year 1968		Year 1966		Year 1967		Year 1968		Year 1966		Year 1967		Year 1968	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	44	62	84	88	71	104	37	52	78	79	70	103	7	10	} 73	389	} 4	18
3-10	345	1,982	465	2,621	337	1,901	258	1,498	325	1,836	331	1,862	65	351				
11-20	64	899	98	1,375	133	1,962	53	755	67	912	98	1,424	8	98	16	237	20	297
21-50	39	1,142	57	1,806	75	2,355	34	1,014	34	1,128	54	1,687	4	103	} 14	450	6	203
Over 50	15	1,451	23	3,281	46	7,805	14	1,383	21	3,142	41	6,942	—	—			5	863
Total	507	5,536	726	9,171	662	14,127	396	4,702	525	7,097	594	12,018	84	562	103	1,076	35	1,381
Average Area per permit		10·9		12·6		21·3		11·9		13·5		20·2		6·7		10·4		39·5

Unit of Area: Thousand square feet

Thousand sq. ft:	East Midland Planning Region						East Anglia Planning Region					
	July-December 1966		Year 1967		Year 1968		July-December 1966		Year 1967		Year 1968	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	—	—	} 49	284			—	—	} 23	121		
3-10	15	94			} 9	110	} 8	54			} 9	153
11-20	} 4	124	7	105					8	121		
21-50			5	145	9	288	—	—	} 6	222	6	177
Over 50			—	—			—	—				
Total	19	218	61	534	18	398	8	54	37	464	15	330
Average Area per permit		11·5		8·8		22·1		6·8		12·5		22·0

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two or more consecutive ranges have been combined.

NOTES TO TABLES:

1. *When control began.* In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964, for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midlands Planning Regions not already controlled and the whole of East Midlands and East Anglia Planning Regions came under control on July 21, 1966.
2. *Definitions of areas.* The planning regions correspond to the new standard regions for statistical purposes as defined in the *Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre, as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965, as amended by the West Midlands Order 1965 (see this *Journal* August 20, 1965, page 406).
3. *Area relinquished* comprises office floor space relinquished for demolition or change of use to non-office uses.
4. *Change of coverage.* From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region where the lower limit continues to apply.

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BM 13

Turnover of the catering trades, laundries and dry cleaners and hairdressers in December

IN THE fourth quarter of 1968 the value of the turnover of the catering, laundry and dry cleaning and the hairdressing trades showed a larger increase compared with the same period of 1967 than had prevailed in the first three quarters of the year. The catering and hairdressing trades showed much the same modest rate of increase in turnover between the years 1967 and 1968 as they had done between 1966 and 1967. There was no increase in the turnover of laundries and dry cleaners in these two years.

Catering trades

After allowing for seasonal influences, the value of the turnover of the catering trades in the fourth quarter was 2 per cent higher than in the third quarter, somewhat larger than the increase recorded between the second and third quarters.

Value of Catering Trades Turnover

Seasonally adjusted 1964=100

Index numbers of turnover per week (current prices)

	1966	1967	1968
1st quarter	110	114	116
2nd quarter	111	113	116
3rd quarter	111	114	118
4th quarter	113	113	120

[A brief description of the method used to calculate these seasonally adjusted indices was given in the article on the turnover of the catering trades, laundries and dry cleaners and hairdressers in the *Board of Trade Journal* of December 13, 1968.]

The turnover of each of the main groups within the catering trades, other than canteens, showed smaller increases between December 1967 and 1968 than had been recorded in either of the previous two months. When account is taken of the six per cent increase in the price of alcoholic drink and 12 per cent increase in tobacco prices it seems likely that the real volume of trade was no higher in December 1968 than it had been in December 1967, even through turnover in the earlier year was still depressed after the introduction of the breathalizer tests. Turnover in the first two months of the quarter had been more buoyant, so that for the fourth quarter as a whole the increase in turnover of most groups compared with a year earlier was larger than had been recorded in the first three quarters.

Laundries and dry cleaners

The turnover of laundries and dry cleaners showed an increase of 2 per cent between the fourth quarter of 1967 and the fourth quarter of 1968. The whole of this increase can be attributed to laundries: the turnover of dry cleaners fell marginally over this period. There had been a small decrease in the turnover of each of the first three quarters compared with a year earlier.

Hairdressers

The turnover of hairdressers showed an increase of 3 per cent between the fourth quarter of 1967 and the fourth quarter of 1968, a similar increase to that recorded in the third quarter, and larger than in the first half of the year. In the case of men's hairdressers and tobacconists the 2 per cent increase in turnover in the fourth quarter was partly accounted for by the substantial rise in tobacco prices.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

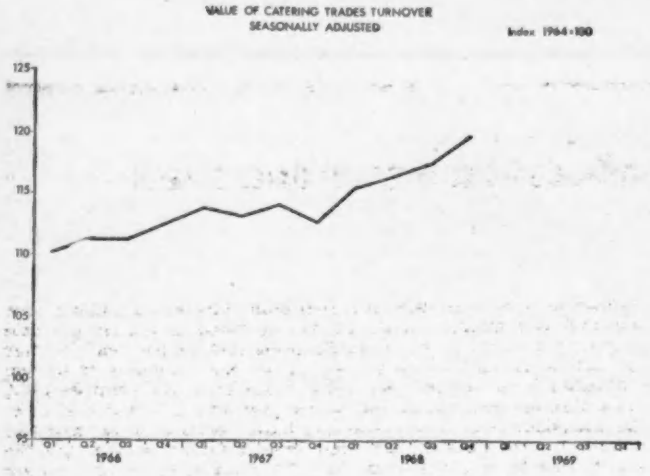
Kind of Business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133†	128	108	101	114
	1968	117	109	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	−1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968	+3*	Nil	+4	+3	+6	+1	+1	−1	+7	+2	+4	+1	+4	+4	+7	+8	+5
Licensed hotels and holiday camps (£286 million)	1964	100	69	106	141	84	63	65	75	84	104	125	142	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	91	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	85	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	85	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	−2	Nil	+4	+1	+6	+3
	1968	+7*	+2	+7	+7	+10	+4	+3	−1	+11	+3	+7	+7	+9	+6	+10	+13	+8
Restaurants, cafés, etc., and fish and chip shops (£321 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	113	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	−1	+1	−1	+2	+2	+2	+3	+1
	1968	+4*	+1	+5	+4	+4	+1	+2	+1	+7	+4	+4	+2	+4	+5	+4	+5	+4
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1967	+2	+6	+1	+4	−1	+3	+5	+6	−3	+1	+3	+7	+4	+3	−2	−1	−1
	1968	+2*	−1	+3	+1	+6	+1	Nil	−3	+7	+1	+3	−1	+2	+2	+8	+9	+4
Canteens (b) (£143 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1967	−2	−2	Nil	−3	−1	+2	−1	−6	+7	−3	−3	−1	−3	−4	−1	+1	−3
	1968	+5*	+5	+2	+6	+5	Nil	+4	+11	−5	+5	+4	+6	+7	+5	+5	+4	+6

*January-December.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively The December 1968 period was the five weeks from November 24, 1968, to December 28, 1968, the December 1967 period was from November 26, 1967, to December 30, 1967.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

†Revised figures.



WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1967	Nil	+1	+2	Nil	−1	+5	+3	−5	+8	−3	+1	−1	−1	+1	−2	−1	Nil
	1968	Nil*	−1	−1	−1	+2	−4	−3	+4	−4	+1	−1	Nil	Nil	−2	Nil	+3	+1
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1967	Nil	−1	+2	Nil	−2	+4	+1	−5	+7	−1	+1	+1	Nil	Nil	−3	−1	−1
	1968	+1*	Nil	−1	+1	+3	−3	−2	+4	−5	+1	−1	+1	+1	+1	+3	+4	+3
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1967	+1	+3	+1	Nil	Nil	+8	+8	−4	+9	−5	+1	−3	−2	+3	−1	−1	+2
	1968	−2*	−2	−2	−3	−1	−6	−4	+4	−2	Nil	−3	−2	−1	−6	−4	+2	−2

NOTE: The figures exclude launderettes. See note (a) to Table 1. *January-December.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968	+2*	Nil	+2	+3	+3	−2	−1	+1	+3	Nil	+3	+2	+2	+3	+2	+3	+3
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968	+2*	Nil	+4	+3	+2	+1	Nil	−1	+5	Nil	+6	+1	+3	+5	+1	+2	+4
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968	+2*	Nil	+2	+3	+3	−2	−1	+1	+3	+1	+2	+3	+2	+2	+3	+3	+3

NOTE: See note (a) to Table 1. *January-December.

Government Publications

required by customers in the West of England may be obtained quickly from

Her Maiesty's Stationery Office, 50 Fairfax Street, Bristol, 1

Further rise in materials prices in January

THE PROVISIONAL price index for basic materials and fuel used in manufacturing industry rose again in January. This was chiefly the influence of a continued advance in copper prices, with higher nickel prices also affecting the index. Successive increases since August have brought the index to about 10½ per cent higher than in the month before devaluation, and 2 per cent higher than a year ago.

There was a slight increase in the provisional price index for home market sales of manufactured products in January. This movement was similar to the trend shown since April, except in months when duty increases affected the index.

Materials and fuel used by broad sectors of industry

The provisional index for the food manufacturing industries was unchanged in January after its rise of nearly 5 per cent since the third quarter of last year. Engineering sector index numbers were affected by the rise in copper prices, and that for electrical engineering rose 1½ per cent. In the paper industries, a 1 per cent rise in woodpulp prices led to a rise in the index of nearly ½ per cent, and the higher nickel prices resulted in a slight increase in the index for the steel industries. There was little or no change in January in the index numbers for other sectors of manufacturing.

Output of broad sectors of industry

In January there were increases, many of them slight, in the provisional index numbers for home market sales of all broad sectors of manufacturing except the chemicals and allied industries. The index for food manufacturing industries, which had risen throughout most of 1968, rose a further ½ per cent, mainly as a result of higher prices for cocoa, chocolate and chocolate biscuits. There was an increase of nearly ½ per cent in the index for clothing and footwear, and this brought the rise since before devaluation to 2½ per cent, much less than for most other sectors. The index for the paper industries, which had been little changed since the spring, increased by 1 per cent in January.

Notes on wholesale price index numbers

Detailed notes on index numbers of wholsale prices are published in the annual article. They will be shown in next week's issue of the *Board of Trade Journal*.

Interpretation of the index numbers should be made in the light of their method of construction, in which *net* weights are used for combining purchases of materials and fuel or sales of commodities. This means that transactions between undertakings, both of which are within the area of industry covered by any index number, are excluded, and price movements reflect those of materials and fuel purchased, or sales made, outside the area of industry covered by that particular index. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers, as transactions in materials or commodities between sectors are excluded.

Revised series of Wholesale Price Index Numbers

The new series of index numbers, based on average prices in 1963, is published for the first time this week, and replaces the old series on the base 1954=100.

In the new series, price movements are combined according to the pattern of materials purchased and manufactured products sold during 1963 as recorded in the census of production. An article explaining more fully the changes made will appear in the *Board of Trade Journal* of February 21, when annual average index numbers for each year since 1963 will be provided.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Air Freight and Mail (M)
Airlines (M)
Airlines (Q)

Gold and convertible currency reserves in January

HM TREASURY announce that after loan repayments totalling £27 million, the gold and convertible currency reserves rose by £5 million during January, to stand at £1,014 million at the end of the month.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 1. 1963=100

(monthly averages)

1968 Standard Industrial Classification Minimum List Headings		1968												1969
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.*	Jan.*
	Materials Purchased by Manufacturing Industry													
Orders III to XIX	Basic materials and fuel used in manufacturing industry.	117·1	118·1	119·0	116·2	115·6	116·6	115·8	115·5	115·9	116·9	118·1	118·6	119·3
	Basic materials	117·1	118·4	119·3	116·0	115·4	116·6	115·6	115·3	115·7	117·0	118·3	118·9	119·7
	†Fuel	119·7	119·7	119·7	119·6	119·6	119·6	119·6	119·5	119·9	119·9	119·9	119·9	119·9
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	120·7	123·5	124·5	120·3	118·4	119·9	119·2	119·1	119·7	119·9	120·4	120·9	122·0
	Basic materials other than fuel	120·9	124·4	115·6	120·4	118·1	120·0	119·1	118·9	119·6	119·9	120·5	121·2	122·5
	Materials Purchased by selected Broad Sectors of Industry													
211-229	Materials and fuel used in the food manufacturing industries.	110·8	108·6	109·1	108·8	110·6	110·8	109·8	109·2	109·3	111·8	113·9	114·6	114·6
Order V	Materials and fuel used in the chemicals and allied industries.	115·1	115·4	115·9	115·6	115·6	115·6	114·7	114·8	114·7	114·6	114·5	114·7	114·9
311 and 312	Materials and fuel used in the steel industries	113·3	115·5	115·6	115·2	113·8	114·0	114·1	114·2	114·2	114·1	114·5	114·9	115·2
Order VII (excluding MLH342)	Materials and fuel used in the mechanical engineering industries.	116·6	118·3	119·3	117·2	116·0	116·6	116·3	116·2	116·6	116·7	117·0	117·9	118·5
Order IX	Materials and fuel used in the electrical engineering industry.	132·8	139·5	143·2	132·6	127·2	129·1	128·1	127·3	129·0	128·7	129·0	132·2	134·1
361	Materials and fuel used in the electrical machinery industry.	124·8	129·2	131·9	126·7	122·7	123·6	123·0	122·4	123·2	123·2	123·5	125·2	126·1
Order XIII	Materials and fuel used in the textile industries.	100·6	101·4	102·0	102·2	101·9	102·6	102·4	102·1	103·2	104·3	104·9	103·5	103·5
Order XV	Materials and fuel used in clothing and footwear industries.	108·0	108·4	109·0	109·5	109·7	110·1	110·5	110·7	111·3	111·8	112·4	112·8	113·0
Order XVII	Materials and fuel used in the timber industries.	117·4	118·2	119·2	119·4	119·8	120·2	120·3	120·5	121·2	121·6	122·2	123·1	123·2
481-484	Materials and fuel used in the paper industries	113·1	113·3	113·4	115·3	115·4	115·4	115·7	115·7	115·9	115·7	116·1	116·2	116·7
Order XX	Construction materials	113·1	114·0	114·9	114·8	114·5	114·8	115·0	114·7	115·0	115·3	115·6	115·9	116·1
Part of Order XX	House building materials	114·7	115·7	116·8	116·8	116·5	116·8	117·0	116·8	117·2	117·5	117·8	118·1	118·3

*Figures for the last two months are provisional.
†Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

Table 2. 1963=100

(monthly averages)

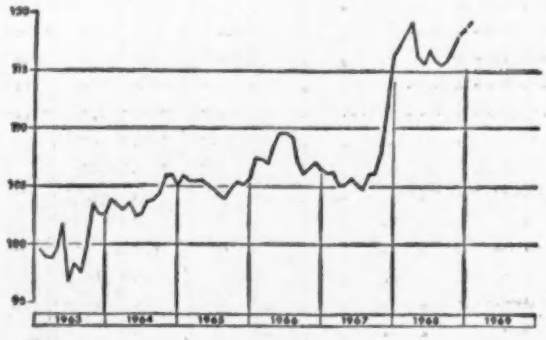
1968 Standard Industrial Classification Minimum List Headings		1968												1969
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.*	Jan.*
	Output of Manufactured Products													
Orders III to XIX	All manufactured products: Total sales	114·0	114·7	115·5	116·0	116·7	116·9	117·1	117·2	117·3	117·5	118·0	118·7	118·9
	Home market sales	112·8	113·6	114·5	115·1	115·1	115·4	115·6	115·7	115·8	116·0	116·4	117·4	117·6
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	112·7	113·4	114·2	114·5	115·4	115·6	115·6	115·6	115·7	115·9	116·2	116·3	116·4
	Home market sales	110·6	111·4	112·2	112·5	112·4	112·7	112·7	112·7	112·8	113·0	113·1	113·3	113·5
	Output of selected Broad Sectors of Industry													
211-229	Products of the food manufacturing industries: Home market sales	111·8	113·3	113·8	113·9	114·4	114·8	115·1	115·1	115·0	115·4	115·6	116·1	116·8
Order V	Chemical and allied industries: Total sales	106·7	107·1	107·8	108·0	107·9	108·3	108·4	108·5	108·9	108·6	108·3	108·3	108·2
	Home market sales	104·3	104·8	105·5	105·7	105·8	105·6	105·7	105·7	105·8	105·6	105·4	105·4	105·3
311 and 312	Steel industries: Total sales	106·5	106·8	107·2	107·3	107·6	107·6	108·0	107·8	108·0	107·6	107·6	107·3	107·8
	Home market sales	106·5	106·8	107·1	107·2	107·2	107·2	107·2	107·2	107·1	107·1	107·2	107·4	107·3
Orders VII to XII	Engineering and allied industries: Total sales	113·2	113·8	114·3	114·9	116·5	116·6	116·6	116·7	116·8	117·1	117·5	117·6	117·7
	Home market sales	111·3	112·0	112·7	113·1	113·0	113·2	113·3	113·3	113·4	113·7	113·8	114·0	114·2
Order VII (excluding MLH 342)	Mechanical engineering: Home market sales	113·6	114·2	114·7	114·9	115·2	115·3	115·4	115·4	115·4	115·6	115·7	116·0	116·1
Order IX	Electrical engineering: Home market sales	110·4	111·9	113·2	113·7	112·4	112·5	112·3	112·2	112·2	112·7	112·8	112·8	113·0
Order XIII	Textile industries other than clothing: Total sales	106·9	107·4	107·6	107·8	108·3	108·6	108·9	108·8	109·3	109·7	110·1	110·6	110·7
	Home market sales	106·2	106·5	106·8	107·0	107·2	107·5	107·8	107·9	108·3	108·8	109·2	109·8	109·9
Order XV	Clothing and footwear: Home market sales	107·8	108·0	108·3	108·4	108·6	108·9	109·0	109·1	109·2	109·6	109·7	109·8	110·2
Order XVII	Timber industries: Home market sales	115·8	117·0	118·2	118·6	118·9	119·1	119·1	119·4	119·5	119·5	119·8	119·9	120·2
481-484	Paper industries: Home market sales	111·1	112·5	113·1	113·4	113·4	113·4	113·5	113·4	113·4	113·5	113·2	113·4	114·5
Order XX	*New construction*‡			*115*			*117*			*117*			*118*	

*Figures for the last two months are provisional.
‡The index for New Construction (building costs) is weighted according to 1954 values. The index has been rebased to 1963 = 100 by dividing the figures as originally calculated on 1954 = 100 by the annual average for 1963 and is provisional until index numbers with 1963 weights are available.

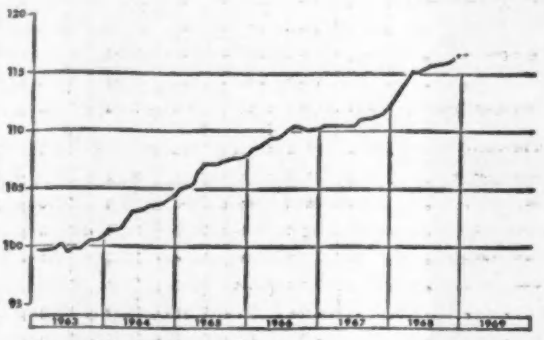
WHOLESALE PRICES INDEX NUMBERS 1963 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

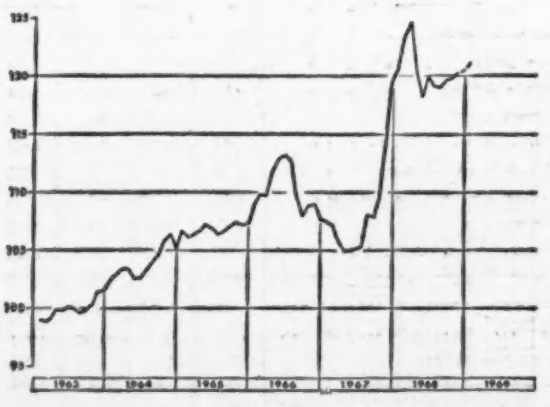


OUTPUT (HOME MARKET)



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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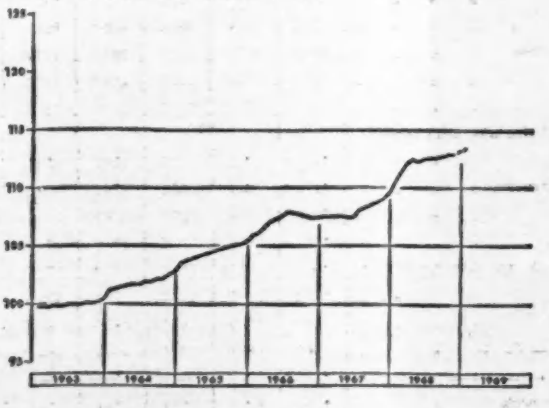
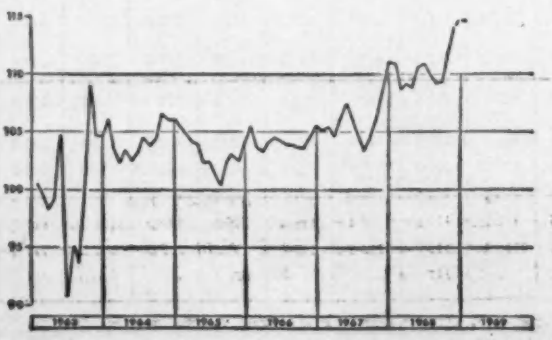


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



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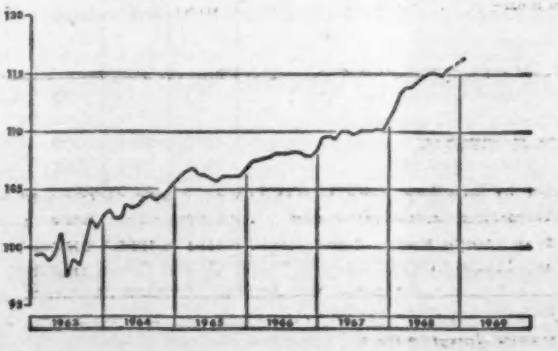

3(a). Commodities produced in the United Kingdom – 1963=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1968) whose principal products they are. The Standard Industrial Classification references will appear in the annual article on wholesale prices index numbers to be published in the *Board of Trade Journal* of February 21, 1969. (monthly averages)

	1968				1969
	Jan.	July	Nov.	Dec.*	Jan.*
Coal†	114·3	110·1	115·3	115·3	113·1
Slates	115·4	120·6	120·6	120·6	120·6
Salt	97·2	93·9	97·2	97·2	97·2
Flour	114·8	122·5	122·5	122·5	122·5
Sugar, refined	92·6	90·1	98·1	98·7	97·3
Chocolate and sugar confectionery	111·8	115·9	117·5	116·7	121·5
Beer	128·4	129·8	133·3	133·3	133·3
Tobacco and cigarettes	122·2	128·5	131·8	138·4	138·4
Hard coke	113·6	113·6	113·6	113·6	113·6
Motor spirit, standard grade (including duty)	124·2	132·3	134·8	141·8	141·8
Medium fuel oil (950 secs.)	115·4	114·1	112·4	113·5	113·5
Lubricating oils and greases	111·8	111·8	111·6	111·7	111·7
General chemicals	102·7	103·0	103·0	103·1	102·8
Pharmaceutical chemicals	93·5	93·8	93·7	93·6	93·0
Pharmaceutical preparations	95·2	95·9	94·9	95·2	95·0
Toilet preparations	119·2	121·5	121·6	121·8	121·6
Paint	102·0	104·6	104·8	104·8	104·8
Soap	113·2	117·0	116·9	116·8	116·8
Soapless detergents	99·5	102·6	103·0	103·2	103·2
Synthetic resins and plastic materials	94·4	96·2	95·7	95·8	95·9
Photographic paper and films and photochemical materials	117·4	117·3	117·3	117·3	117·5
Steel sheets	102·1	102·2	102·2	102·2	102·2
Tinplate	107·8	108·4	108·4	108·4	108·4
Other finished steels	106·8	107·5	107·3	107·3	107·6
Steel tubes	112·3	113·8	113·7	113·7	113·7
Iron castings	112·8	113·4	113·9	114·1	114·1
Aluminium and aluminium alloy products:					
Rolled	126·4	129·3	129·3	129·3	129·3
Extruded and drawn	124·2	126·6	126·5	126·5	126·5
Castings	122·1	125·4	125·5	127·6	127·7
Forgings	114·6	116·3	117·8	117·8	117·8
Brass, ingot 65-35, B.S. 1400: B3, delivered	210·7	184·1	202·1	221·4	229·8
Dental goods	118·6	125·7	125·3	125·5	125·5
Spectacles, etc.	118·7	118·7	118·7	118·7	118·7
Gramophone records, etc.	104·2	103·8	104·2	104·2	104·2
Domestic electrical appliances	103·5	104·3	104·2	104·2	104·2
Tools and implements	115·4	118·3	119·0	119·6	119·6

	1968				1969
	Jan.	July	Nov.	Dec.*	Jan.*
Cutlery, spoons and forks	116·3	118·1	118·6	118·5	118·5
Cutlery (other than razors and razor blades)	122·5	122·2	123·5	123·5	123·5
Spoons and forks	131·8	139·1	139·3	139·8	140·8
Vats, tanks, cisterns and other industrial hollow-ware	108·2	110·2	112·4	113·4	113·4
Domestic hollow-ware	136·5	137·2	137·2	137·2	137·7
Domestic gas appliances	102·0	102·0	102·0	102·0	102·0
Man-made fibres	85·5	86·2	86·8	86·6	86·6
Man-made fibres yarns	99·1	99·9	101·3	101·6	101·6
Cotton and cotton mixture yarns	126·4	130·7	135·2	135·9	135·9
Irish linen yarns (wetspun)	110·8	110·7	112·5	112·5	112·5
Cotton cloth	120·7	123·8	126·4	128·4	128·4
Man-made fibres fabrics	105·5	106·3	106·9	107·5	107·4
Linen	122·4	122·4	125·7	125·6	123·9
Wool tops	80·8	85·1	88·7	86·5	85·7
Worsted yarns	94·1	97·3	100·5	98·8	98·2
Woollen fabric	108·2	109·9	111·9	111·8	111·3
Jute yarn	136·0	135·5	134·1	134·7	134·7
Jute piece-goods	135·9	135·9	145·5	147·0	147·0
Rope, twine and net	95·2	95·5	96·0	97·0	97·0
Hosiery and other knitted goods	97·1	97·6	97·8	97·8	97·6
Carpets and rugs	109·4	109·7	110·8	113·4	113·8
Canvas goods and sacks	98·4	105·8	111·9	111·9	111·9
Leather for footwear	119·2	124·0	129·7	129·7	129·7
Travel goods	113·8	114·8	115·5	115·8	117·5
Made-up clothing	107·4	108·6	109·4	109·6	110·1
Weather proof outerwear	105·3	105·4	105·7	105·8	105·8
Men's and boys' tailored outerwear	107·1	107·4	108·2	108·2	108·3
Women's and girls' tailored outerwear	110·1	112·0	112·2	112·2	112·2
Women's and girls' light outerwear	109·8	110·9	112·1	112·7	113·6
Footwear	108·6	109·7	110·2	110·2	110·3
Refractory goods, including bricks	110·9	112·9	112·9	112·9	113·0
Non-refractory goods, including bricks	109·1	110·0	110·2	110·3	109·9
Building bricks, fletton, common, *delivered*	110·8	112·5	112·5	112·5	112·5
Building bricks, common, other than fletton, *ex works*	119·2	120·3	120·6	120·6	118·6
Pottery, electrical ware	110·0	113·2	113·2	113·2	113·2
Domestic china and earthenware	122·3	124·4	125·3	125·3	125·3
Glass (other than containers)	109·4	110·7	110·4	110·4	110·9
Glass containers	111·3	111·3	109·6	109·6	109·6
Cement, delivered	109·0	109·0	109·0	109·0	109·0

*Figures for the last two months are provisional.
†This index is based on prices ruling on the last day of the month.

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

3(a) (*Continued*). Commodities produced in the United Kingdom – 1963=100

(monthly averages)

	1968				1969
	Jan.	July	Nov.	Dec.*	Jan.*
Abrasive paper and cloth	113·8	113·8	113·8	113·8	113·8
Cast stone and cast concrete products	108·2	110·6	110·6	110·6	110·6
Home-grown hardwood, sawn	107·3	107·9	109·4	109·7	110·4
Building joinery	118·8	125·3	126·3	126·7	126·1
Domestic furniture	115·8	117·7	118·5	118·6	119·4
Bedding, etc.	113·4	115·4	115·8	115·7	116·0
Wooden boxes, packing cases, crates, etc.	115·0	119·0	119·2	119·3	119·3
Paper and board	109·7	113·4	113·4	113·5	114·7
Cardboard boxes, cartons and fibreboard packing cases	113·7	114·3	114·8	114·9	117·0
Packaging products of paper, etc.	115·1	114·2	110·8	111·9	112·5
Paper bags	109·1	106·5	106·5	109·5	111·2
Manufactured stationery	107·5	114·5	114·5	114·5	114·6
Wallpaper	122·8	130·6	130·8	130·8	130·8
Rubber tyres and tubes	105·4	105·4	105·4	105·4	105·4
Rubber goods (other than tyres and tubes)	104·9	108·6	109·3	109·5	110·0
Linoleum and felt base	117·9	129·7	129·7	129·7	129·7
Brushes and brooms	107·7	111·0	112·1	112·8	113·9
Toys and games	112·8	114·9	115·4	115·6	116·6
Perambulators, etc.	111·8	112·8	117·0	117·0	117·1
Sports equipment	110·2	111·1	111·7	111·7	111·7
Pens and pencils	109·9	113·2	114·1	114·1	114·2
Other stationers' goods	111·1	112·0	112·0	112·0	112·9
Plastic mouldings	89·3	90·4	90·8	90·8	91·5

*Figures for the last two months are provisional.

3(b). Commodities wholly or partly imported into the United Kingdom – 1963=100

(monthly averages)

	1968				1969
	Jan.	July	Nov.	Dec.	Jan.
Hides and skins	121·8	130·2	141·9	143·7	148·1
Imported	124·7	123·2	134·7	138·8	141·9
Native	117·8	139·8	151·6	150·3	156·6
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	126·4	131·5	131·5	131·5	133·4
Copper, ex-ship, wharf or warehouse†	254·4	190·4	198·6	214·0	226·8
Lead, ex-ship, wharf or warehouse†	146·2	164·8	165·6	166·9	169·5
Nickel, refined, delivered	140·5	140·5	140·5	140·5	152·7
Tin, ingot, min. 99·75 per cent, settlement price	145·4	143·0	154·5	151·6	150·2
Zinc, ex-ship, wharf or warehouse†	145·1	146·4	145·5	148·2	148·4
Oils, resins and gums:					
Linseed oil, crude, Argentinian	129·6	127·3	129·0	126·7	138·2
Palm oil, c.i.f., in bulk	105·0	94·7	77·8	81·7	86·5
Whale oil, crude	147·3	147·3	138·3	131·4	131·4
Pyrites, c.i.f., United Kingdom ports	158·5	146·8	150·9	156·2	161·4
Natural rubber	77·0	86·7	93·7	94·0	94·7*
Sulphur, crude (for acid making), c.i.f.	217·6	216·6	216·6	216·6	212·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	118·6	112·6	117·6	118·1	119·4*
Cotton, raw	118·7	111·2	108·1	105·7	105·0
Jute, raw, PWC grades c.i.f Dundee	146·8	145·4	175·4	175·7	175·1
Jute, raw, PWB grades, c.i.f. Dundee	140·2	133·9	162·3	159·0	158·9
Silk, raw, delivered mill	152·4	132·5	133·6	132·8	132·8*
Sisal, East Africa No. 1 Grade, c.i.f. London	49·5	54·3	56·4	56·4	56·0
Wool, raw	82·0	85·3	89·4	85·3	85·4*
Crossbred, medium and coarse, c.i.f UK	58·8	67·6	77·3	71·5	70·5
Crossbred, fine, c.i.f. UK	87·7	88·2	91·5	87·7	87·7
Merino, c.i.f. UK	97·7	98·8	100·6	96·7	97·6
Timber:					
Imported hardwood (ex-yard or wharf)	122·7	126·1	129·2	129·5*	129·5*
Imported plywood (delivered to consumers)	120·1	125·8	127·0	131·1	131·1*
Imported softwood (delivered to consumers)	121·2	126·0	128·3	129·2	129·2*
Woodpulp, imported	113·0	119·2	119·8	119·8*	121·0*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session.

INDEX NUMBERS OF WHOLESALE PRICES – 1954=100

The index numbers of wholesale prices relating to 1963=100 *supersede those previously published on the base* 1954=100. *For the convenience of those who use the index numbers in long-term contracts to take account in changes in costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954=100, *until December* 1971. *From January* 1968 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963=100 *Series.*

Materials purchased by broad sectors of industry – 1954=100

1958 Standard Industrial Classification Minimum List Headings		1968 Nov.	1968 Dec.*	1969 Jan.*
Orders III to XVI	Basic materials and fuel used in manufacturing industry	121·3	121·9	122·5
	Basic materials	116·4	117·1	117·8
	Fuel	159·0	159·0	159·0
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	123·9	124·1	125·2
	Basic materials other than fuel	117·7	118·0	119·3
211 to 229	Materials and fuel used in the food manufacturing industries	114·8	116·4	116·4
263 to 277	Materials and fuel used in the chemicals and allied industries	122·3	123·2	123·5
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries	154·4	155·8	156·6
361	Materials and fuel used in the electrical machinery industry	148·8	150·9	152·0
Order X	Materials and fuel used in the textile industries	102·3	100·6	100·6
Order XIV	Materials and fuel used in the timber industries	135·4	136·3	136·4
481 to 483	Materials and fuel used in the paper industries	122·7	122·8	123·3
Order XVII	Construction materials	141·7	141·9	142·1
Part of Order XVII	House building materials	144·7	145·0	145·1

*Figures for the last two months are provisional.

Assets and liabilities of hire purchase finance companies

AT THE END of December 1968, instalment credit debt owed to finance houses stood at £801 million. The fall of £17 million during the quarter compares with increases in the first three quarters totalling £32 million. These figures do not allow for seasonal influences; on a seasonally adjusted basis, the increase in the first three quarters was only £12 million, followed by a similar increase in the fourth quarter. At the end of December, outstanding debt was £15 million above the December 1967 level, but £6 million below the level of December 1966.

There were decreases in trade investments and investments in unconsolidated subsidiaries of £15 million and in holdings of other securities of £6 million. These decreases were partly offset by an increase of £7 million in other advances and loans. The result of these changes in the quarter was a decrease of £32 million in the total of selected assets. At December 31, the total of selected assets stood at £991 million, continuing the downward movement from previous end year figures, which first became evident in December 1966.

The largest movement in selected liabilities during the fourth quarter was the rise in total deposits of £20 million, which more than counter-balanced a fall of £13 million for other borrowing, and £4 million for bills discounted with United Kingdom banks and discount houses. The increase in total deposits was brought about by higher deposits by United Kingdom financial institutions other than banks (plus £14 million), United Kingdom non-financial companies (plus £11 million) and United Kingdom banks (plus £9 million); these increases were partly offset by a decrease of £11 million in deposits made by overseas residents, thus continuing the falls recorded in most of the earlier quarters and taking the figure of deposits by overseas residents from £152 million at the end of June 1966 to £43 million at the end of 1968. The fall in other borrowing of £13 million was almost entirely accounted for by a decrease of £11 million in borrowing from United Kingdom banks.

As a result of these changes and other small movements, the total of selected liabilities increased by £6 million in the quarter.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at							
	Dec. 31, 1965	Dec. 31, 1966	Dec. 31, 1967	Dec. 31, 1968	Mar. 31, 1968	June 30, 1968	Sept. 30, 1968	Dec. 31, 1968
Assets with United Kingdom financial institutions other than banks	7	12	9	7	9	8	8	7
Trade investments and investments in unconsolidated subsidiaries	54	52	60	45	61	63	60	45
Other securities	20	35	24	17	16	17	23	17
Hire-purchase, credit sales and other instalment credit outstanding (1)	894	807	786	801	807	813	818	801
Other advances and loans	133	120	127	121	124	125	114	121
Total of Selected Assets	1,108	1,026	1,006	991	1,017	1,026	1,023	991
Selected Liabilities								
Bills discounted with United Kingdom banks and discount houses	114	121	106	116	112	137	120	116
Deposits by:								
(a) United Kingdom Banks	106	85	85	111	90	104	102	111
(b) Other United Kingdom financial institutions	61	76	71	92	69	63	78	92
(c) United Kingdom non-financial companies	255	262	249	272	228	254	261	272
(d) Other United Kingdom residents	96	115	104	102	104	106	105	102
(e) Overseas residents	136	131	88	43	90	71	54	43
Total deposits	654	669	597	620	581	598	600	620
Other borrowing:								
(a) United Kingdom Banks (net) (2)	113	47	84	78	109	61	89	78
(b) Other United Kingdom financial institutions	7	3	9	6	9	6	6	6
(c) United Kingdom non-financial companies	2	1	1	—	1	1	1	—
(d) Other United Kingdom residents	6	5	7	6	7	7	7	6
(e) Overseas residents	—	—	—	—	1	1	—	—
Total other borrowing	128	56	101	90	127	76	103	90
Unearned finance charges	96	81	90	100	96	96	98	100
Issued capital and reserves (3)	174	180	186	190	188	188	189	190
Total of Selected Liabilities	1,166	1,107	1,080	1,116	1,104	1,095	1,110	1,116

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— Indicates less than £0·5 million.

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INTERNATIONAL TRADE CENTRE - ADVISORY SERVICE

One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in December showed an increase of 4 per cent on a year earlier, compared with increases of 5 per cent and 4 per cent in November and October respectively.

Sales during the fourth quarter showed an increase of 3 per cent over the corresponding quarter in 1967, while sales during 1968 as a whole were 4 per cent higher than in 1967.

The value of stocks at the end of December was 8 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
		%		%
1966 Year	110	−3	..	..
1967 Year	104	−5	..	..
1968 Year	108	+4	..	..
1968 1st quarter	102	+10	135	−15
2nd quarter	93	+3	129	−6
3rd quarter	105	+1	146	−2
4th quarter	132	+3	126	+8
1967 December	115	+8	116	−17
1968 January	68	+3	119	−17
February	97	+9	130	−16
March	139	+16	135	−15
April	97	+1	131	−12
May	98	+10	138	−9
June	85	−3	129	−6
July	82	+12	134	−6
August	96	−4	143	−4
September	135	−2	146	−2
October	146	+4	134	+1
November	137	+5	134	+5
December	108	+4	126	+8

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Dec. 1968	Jan. 1 to Dec. 31	Dec. 1968
	%	%	%
Women's knitted outerwear, blouses and skirts	+15	+9	−15
Women's coats, costumes, furs and raincoats	+2	−2	+46
Women's underwear	−11	+8	+23
Women's hose and children's socks	−19	+5	+11
Women's millinery	+7	−6	+2
Haberdashery, ribbons and wool	+4	+11	−4
Children's wear	+4	+1	+11
Men's and boys' shirts, pyjamas and outfitting	+11	+3	+4
Gloves	−1	+2	+13
Piece-goods and nets	−6	+9	+5
Household textiles	−15	−3	+19
Floor coverings, furniture and hardware	+2	+5	+15
Grand total (a)	−2	+4	+8

NOTES:
(a) Including some items not included among the sub-headings.
(b) Values at cost.

Note:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

USING EFTA

To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entiled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Cinema admissions and takings in November

DURING NOVEMBER, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 4.21 million, and the weekly average of gross box office takings was £1.08 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 7, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Lebanon – The New Phoenicia	Br/E 33890	12	February 4	Rank Film Distributors Ltd.	Gordon Bradley Ltd.
A Midsummer Night's Dream	Br/E 33892	124	February 5	Eagle Films Ltd.	Royal Shakespeare Enterprises Ltd.
The House that Jack Built	Br/E 33893	8	February 5	Cinecenta Film Distributors Ltd.	National Film Board of Canada.
North West Confidential	Br/E 33894	11	February 5	" "	John Bown trading as Maya Films.
29	Br/E 33899	26	February 6	Monarch Film Corporation Ltd.	Shillingford-Lambe Associates Ltd.
Movietone News 2069A	Br/E 33779	7	February 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2070	Br/E 33780	7	February 7	" "	" "
Pathe News 69-11	Br/E 33832	7	February 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-12	Br/E 33833	7	February 7	" "	" "
FOREIGN					
The Queen	F 33883	65	February 3	Contemporary Films Ltd.	Vineyard Films Inc.
Frailty, Thy Name is Woman	F 33884	25	February 3	" "	Mars International Productions, Paris.
The Singing Lesson	F 33885	20	February 3	" "	Film Polski, Warsaw.
The Hole	F 33886	6	February 3	" "	Bulgarian State Enterprise-Distribution of Films, Sofia.
You Are What You Eat	F 33887	74	February 3	Commonwealth United Entertainment (UK) Ltd.	Natoma Cerberus Productions.
The Violent Ones	F 33888	89	February 3	" "	Madison Productions Inc. in association with Harold Goldman Associates Inc.
The Wrecking Crew	F 33889	105	February 4	Columbia Pictures Corp. Ltd.	Meadway Productions Inc.
Secret of Success	F 33891	80	February 4	Border Film Productions (London) Ltd.	Mosfilm Studios, Moscow.
The Big Gundown	F 33895	84	February 6	Columbia Pictures Corp. Ltd.	Produzione European Associati, Rome.
Made in Italy	F 33896	102	February 6	Gala Film Distributors Ltd.	Documento Film, Rome.
Cabriola	F 33897	87	February 6	" "	Guion Producciones Cinematografica, Madrid.
Follow Me	F 33898	96	February 6	" "	The Government of Israel, Tel Aviv.

Food consumption levels in the United Kingdom

ESTIMATES OF FOOD CONSUMPTION in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food, and a series covering the years 1964 to 1967 was published in the *Board of Trade Journal*, Vol. 195, No. 3720, dated July 5, 1968 (pages 40-41). In order to provide some early indications of consumption trends in 1968, preliminary estimates are compared below with results for 1967. More detailed estimates will be published later in the year.

The statistics are based on total supplies moving into consumption, including the produce of gardens and allotments; they cover consumption not only in private households, but also in institutions and catering establishments and by HM Forces in the United Kingdom.

These preliminary estimates indicate that changes in consumption between 1967 and 1968 were generally small. The continued decline in liquid milk consumption was more marked in 1968; this is largely attributable to the effect of changes in the arrangements for the supply of welfare and school milk introduced during the year. Cream and cheese continued to increase. There was a small decrease in the total consumption of meat, mainly because of the fall in beef supplies which were affected by the foot and mouth epidemic. Poultry consumption continued to expand, and the increase of 1.4 lb. per head over 1967 is the largest recorded since 1961; pork and bacon also showed increases. The apparent decline in the recorded use of butter may have been offset to some extent by a diminution of wholesalers' and retailers' stocks, as there are indications that household consumption has increased. Sugar consumption continued to fall, perhaps a little less sharply than in 1967. The downward trend in the consumption of flour continued, but was partly offset by increases for other grain products. Tea consumption lost most of the gain recorded in the previous year, while purchases of coffee again increased.

Food supplies per head per annum moving into consumption in the United Kingdom

(lb. per head per annum)

	1967	1968 (provisional)
I. DAIRY PRODUCTS (excluding butter)		
Liquid milk	322·3	319·0
(pints per head per annum)	(250)	(248)
Cream (40% fat content)	2·7	2·8
Cheese	10·7	11·0
Evaporated milk, full cream, unsweetened	4·8	4·6
Condensed milk, full cream, sweetened	1·1	1·1
Condensed milk, machine skimmed	2·4	2·5
Dried whole milk	1·7	1·3
Dried skimmed milk	2·3	2·7
Milk as liquid in manufactured products not elsewhere specified	17·2	17·7
Total (converted to milk solids)	56·3	56·2
II. MEAT		
Beef – bone in	45·0	42·8
Beef – bone out	2·7	2·1
Mutton and lamb	23·7	23·1
Pork	22·5	23·3
Offal	9·9	10·2
Canned meat (imported)	8·0	7·8
Bacon and ham	24·5	25·2
Poultry	18·5	19·9
Game and rabbits	0·6	0·6
Total (converted to edible weight)	131·3	130·5
III. FISH		
Fresh, frozen and cured (wet fillet equivalent)	16·6	16·6
Shell fish, fresh and frozen (edible weight)	1·0	1·1
Canned fish (imported)	3·1	3·1
Total (edible weight)	20·7	20·8

(lb. per head per annum)

	1967	1968 (provisional)
IV. EGGS		
Shell eggs	32·2	32·8
(number of eggs per head)	(250)	(255)
Egg products (shell egg equivalent)	3·1	3·2
Total	35·3	36·0
V. OILS AND FATS (visible)		
Butter	20·5	19·5
Margarine (gross)	11·7	11·4
(net) (a)	11·0	10·9
Lard and compound cooking fat	12·5	12·3
Other edible oils and fats	11·4	13·2
Total (converted to fat content)	50·1	50·8
VI. SUGAR AND SYRUPS		
Sugar refined (b) (i) (gross)	106·7	105·6
(ii)	103·0	101·9
(iii) (net)	97·9	96·9
Honey	0·7	0·8
Glucose	9·9	10·5
Total (sugar content) (gross)	115·7	115·2
(net)	106·7	106·2
VII. FRUIT		
Fresh citrus fruit	19·8	20·0
Other fresh fruit	48·1	50·8
Canned fruit	19·0	19·7
Imported fruit juices (in natural strength)	6·4	6·0
Imported fruit pulp	1·5	1·9
Imported dried fruit	5·2	5·4
Total (converted to fresh equivalent)	118·0	121·8
VIII. PULSES AND NUTS		
Dried pulses (c)	7·1	7·2
Shelled nuts and soya flour	5·4	5·2
Total	12·5	12·4
IX. POTATOES	225·5	226·1
X. OTHER VEGETABLES		
Fresh tomatoes	13·5	13·7
Imported canned tomatoes (including juice and puree)	6·2	6·9
Cabbage and greens	35·4	34·9
Leafy salads	4·7	4·6
Fresh carrots	12·3	11·6
Fresh legumes	22·8	21·7
Other fresh vegetables	27·8	27·5
Other canned vegetables (d)	9·2	8·6
Total (converted to fresh equivalent)	137·8	135·6
XI. GRAIN PRODUCTS		
Wheat flour	146·8	145·0
Barley products	0·3	0·3
Oat products	2·5	2·8
Rye products	0·4	0·4
Breakfast cereals	5·6	5·9
Rice	2·2	2·6
Starch and other farinaceous foods	2·7	2·8
Total	160·5	159·8
XII. TEA, COFFEE AND COCOA		
Tea	9·1	8·8
Coffee (bean equivalent)	3·1	3·2
Cocoa powder	1·2	1·1
	k. cal.	
XIII. ENERGY VALUE (per head per day)	3,080	3,070

(a) Excluding ingredients shown as separate items elsewhere in the tables (e.g. butter and lard)

(b) (i) Total consumption of sugar including sugar content of imported manufactured foods;
(ii) = (i) less sugar used in production of alcoholic drinks;
(iii) = (i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories.

(c) Includes dried beans and dried peas for canning.

(d) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.) and canned tomatoes.

Government Publications

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Footwear industry: orders and deliveries

NET NEW ORDERS received by the footwear industry recovered in December from the fall in November and for the fourth quarter were approximately the same as the high level reached in the fourth quarter of 1967. The buoyancy of ordering is reflected in the increased level of deliveries which were 9 per cent higher in the fourth quarter of 1968 than in the corresponding quarter of 1967.

In 1968 net new orders and deliveries were both 6 per cent more than in 1967. Order books at the end of 1968 were 9 per cent more than at the end of 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	...	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1968*	41·2	17·1	16·8
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter	38·2	13·0	17·0
4th quarter*	41·2	18·8	17·8
1967 October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	22·3	18·2
March	46·0	22·8	18·4
April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July	43·6	9·4	15·8
August	41·3	12·8	15·1
September	38·2	16·9	20·0
October*	39·6	21·2	19·8
November*	38·1	17·6	19·1
December*	41·2	17·6	14·5

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

Mr. T. Dick, managing director of Vacuum Engineering (Scotland) Ltd. explains to a Czech delegation in London the details of the new Scot Vac 500 Kg vacuum induction melting and casting furnace, which has been ordered by Kovohute Rokycany of Czechoslovakia. Left to right are: Ing. G. Malik, chief engineer, Ministry of Heavy Industry Prague; Ing. F. Hochman, technical director Kovohute Rokycany; Professor V. Sedlacek, senior principal scientific officer, Institute of Metals, Prague; Mr. T. Dick, managing director, Vacuum Engineering (Scotland) Ltd.; Ing. L. Romaniak, project engineer, Kovohute Rokycany, and Mr. I. M. Brackenbury, director of Scot Vac's parent company Rudolf Wolff Holdings Ltd. The order for the £100,000 furnace which will be used in Czechoslovakia to produce nimonic alloy components for the electrical industry, was obtained by Morganite International Ltd., who represent Scot Vac in Eastern Europe.

Retail sales in December: corrections

THE FOLLOWING CORRECTIONS should be made to the article on Retail Sales in December published in last week's issue of the *Journal* (page 340):

Table 3. Under the side-heading 'Non-food shops' the index for the year 1968 should read 110 instead of 108.

Table 4. Under the side-heading 'Greengrocers, fruiterers, total' the percentage change for December 1968 should read −1 instead of −10.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

A group of representatives of member-firms of the Scientific Instrument Manufacturers' Association visited the Central Office of Information on February 4, and were introduced to the work of the C.O.I. by the Controller (Overseas) Mr. Donald Kerr, (sixth from left). The visitors then took part in discussions on the Export Publicity Services of C.O.I. with members of Overseas Press Services, Photographs, Films and Television, Exhibitions, Radio, Publications, Reference Tours and Production Services Division and Regional Unit.

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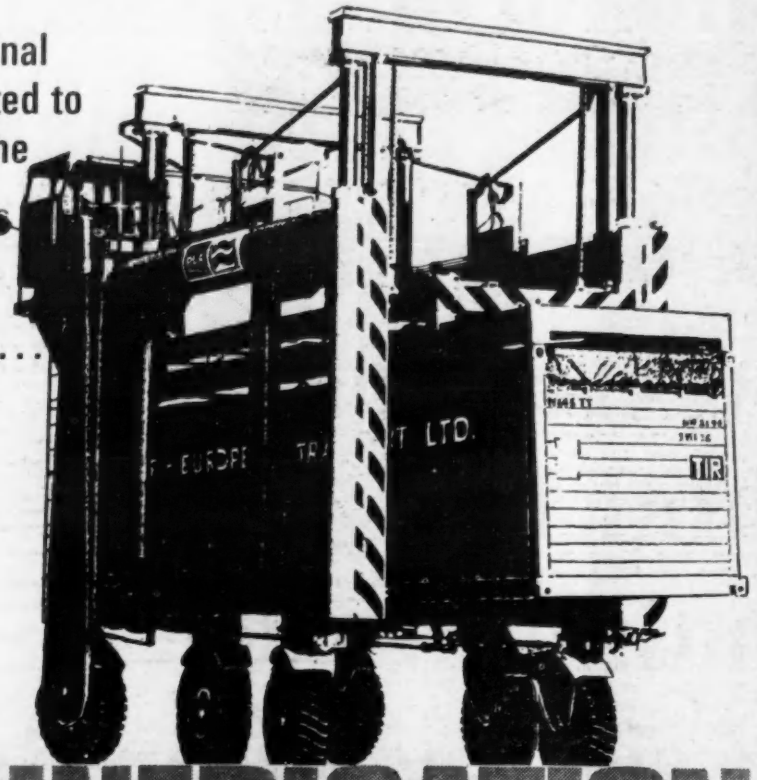

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All over the world goods are in transit. More and more they are moving the container way . . . quickly, safely and economically. No need to tell you that containers are just part of the containerisation story. There are the depots, the vehicles and the handling techniques all designed to cut labour costs . . . save time . . . and boost profits for exporters everywhere. The container world is a developing one of big ideas. It is a world which demands its own shop window. Now industry is supplying it, at Earls Court – where users and manufacturers of containers will be meeting in September. Make sure you are there.

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INTERNATIONAL FREIGHT CONTAINER & CONTAINER HANDLING EXHIBITION

Organised by the Freight Container Industry through the S.M.M. & T. and Iliffe Exhibitions Ltd., and sponsored by Iliffe-NTP journals in this field.

EARLS COURT LONDON/22-26 SEPT '69

Enquiries to: The Exhibition Manager, Freight Container Exhibition Joint Committee, 21/24 Grosvenor Place, London, S.W.1.

Exhibitions and Fairs

Lord Brown speaks of importance of British Week in Tokyo at BOAC 'Japan Now' conference

EXPORT KNOWLEDGE of every aspect of trading with Japan was placed before delegates to the all-day 'Japan Now' conference at the Hilton Hotel, London, on February 6, which was arranged by the BOAC to mark the inauguration of their new trans-Polar service to Tokyo and Osaka which will begin on March 31.

The conference was attended by nearly 400 businessmen representing a cross section of British industry, and was opened by Lord Brown, Minister of State, Board of Trade. Sir Francis Rundall, executive director, British Electric Traction Company Ltd., and a former Ambassador to Japan, was in the chair.

Lord Brown said that 1969 would be a key year in our effort to gain a firmer foothold in the Japanese market, and the British Week to be held in Tokyo this autumn would form the corner-stone of this effort.

Lord Brown congratulated the organizers of the conference, which he said would focus attention on a most important and promising market. The Japanese market had expanded at a phenominal rate recently and showed every promise of continuing to do so. 'During the current financial year Japanese GNP is expected to rise by more than 10 per cent in real terms,' Lord Brown said, 'and Japan is about to overtake Germany to become the country with the highest GNP in the free world. By 1975 the Japanese people expect to be enjoying a standard of living comparable to that of our own and 10 years later they intend to have a standard of living roughly equalling that of the United States today.

'They have been very successful in hitting their targets so far and there seems little doubt that they will accomplish these aims. The increased prosperity of the Japanese people and the continuing growth of her economy provide great opportunities for British exporters.

'At a time when wage and salary levels in Japan are approaching those of Western countries, expenditure on all types of consumer goods is rocketing. The Japanese people are willing to buy high quality imported goods and sales of western-type food and drink and textiles in particular are rising steadily. We believe that only the tip of the ice-berg of demand for consumer goods has yet shown itself and that there will be immense opportunities for British exports in the years to come.

'Capital goods formed another area that offered great scope for exports,' Lord Brown said. 'Japanese industry will purchase the best possible plant and machinery it can find. Imports of machinery and transport equipment in 1967, which were valued at £400 million showed an increase of nearly 30 per cent over the previous year. It is disappointing that while Germany's share in the market in 1967 rose, ours fell. It is essential that we make the most of the opportunities available in the Japanese market. I would strongly recommend to British capital goods manufacturers that they take advantage of the atmosphere we hope will be generated by British Week to further the sale of their products in Japan.

'A third area in which there is an expanding market in Japan and in which we should increase our efforts is in the field of technology exports. Japanese industry makes considerable use of foreign technology, but our share in a very lucrative market is small.

'How well are we doing at present in the Japanese market? Our exports in 1968 rose by 12½ per cent to £98 million, but this barely made up for devaluation. Our share of the market amounts to little over 2 per cent and we must go all out to increase this. Every increase of one-tenth of one per cent represents some £5 million.'

'British Week Tokyo,' Lord Brown said, 'will be the biggest British Week ever. In terms of cost, the Board of Trade is spending £200,000. Industry's contribution is about the same and Tokyo stores, convinced of the potential for British goods in the Japanese market, are spending considerable amounts on their own promotional activities. In the next few months more than 30 selling missions will be visiting Japan, many of them in connection with the Week, and Japanese buyers have visited and will be visiting this country. Much of the success of our initial achievement in getting the Week off to a flying start can be attributed to the work of the 20 product groups organized by BNEC to co-ordinate our efforts not only in the consumer goods field but also in industrial participation in the Week and advertising. The chairman and members of these groups, all of whom are businessmen with many other commitments, have given their services voluntarily. I would like to pay tribute to their efforts.'

Lord Brown stressed that the Week should not be thought of as an end in itself but as a springboard for efforts in the future to make the most of the opportunities offered by the Japanes market. 'It is most important that British exporters who are enabled to gain a foothold in Japan by means of their participation in the Week, do not lose this,' he said. 'They should redouble their efforts to consolidate and expand their share in the market. They will find that very attractive arrangements have been made for advertising in the months immediately following the Week.'

Turning to the subject of tariff and quota restrictions, which had previously made the Japanese market a difficult one to break into, Lord Brown continued: 'Japan is now a member of GATT, OECD and other international organizations and as a major trading nation is playing her part in ensuring that the flow of international trade becomes freer. Her tariffs on many items will be reduced in the next few years as a result of the Kennedy Round negotiations and while it is true that quota restrictions affect our trade in some items, for example, whisky and confectionery, the great majority of our trade is unaffected by them.'

BOAC Trans-Polar service

The inauguration on March 31 of BOAC's new trans-Polar service from London to Tokyo and Osaka was one of the very significant forthcoming events in the field of relations with Japan, Lord Brown said. 'This will provide a one-stop service between our two capital cities, which is more than seven hours quicker than the present route through the Middle East and will thus be ideal for the man who wishes to get to or from Japan with the greatest possible speed.'

For those who wish to combine their visit to Japan with calls at other places there will still be the two existing BOAC services – that is the traditional route through the Middle East and South Asia and the very useful 'westabout' route via the United States and the Pacific. Only BOAC and JAL will offer this choice of routes and it seems appropriate that the wide publicity now being given to the new service in Japan has as its key the theme 'BOAC – Big Three' (i.e. the three route choice).

'In addition to providing this faster route to Tokyo, the new service will also provide the *first direct service by a European carrier to Osaka*. Those of you who know Japan will realize what an advantage this will be. Osaka, Japan's second biggest city, is not only a vital (in both senses of the word) and thriving centre of industry and commerce but is also the site of Expo 70. Furthermore it is the recognized airport for the nearby city of Kyoto which is one of the loveliest of the ancient capitals of Japan.

'But planning has not stopped with the opening of the trans-Polar route. Both the British Government and BOAC have long had their sights fixed on the shortest possible route to the Far East from Western Europe – that is via Moscow and Siberia. There is at present no direct service on this route but we are confident that when services do become possible, BOAC will be amongst the first to operate.

'It is not for me to advertise BOAC, but I hope their planes will be filled with businessmen. This conference gives the opportunity to listen to speakers with a vast range of knowledge on all aspects of trade with Japan. I hope that those of you who are not already converted leave this conference stimulated to go and find out about the Japanese market so as to make the most of the vast opportunities available there for British goods.'

Following Lord Brown's speech, 10 other speakers contributed papers on a wide range of subjects, ranging from a background to the lives of the 100 million potential customers in Japan today, contributed by Sir John Figgess, British Commissioner General, Japan World Exposition, Osaka 1970; to the contrast between British and Japanese methods of marketing and distribution (Mr. D. M. Lewis, director of Vintrone Ltd.) and new regulations affecting liberalization of foreign capital (Mr. K. Komatsubara, director and manager of the London branch of the Bank of Tokyo). Other subjects included: 'Japan's Place in the Modern World' (Mr. Reginald Cudlipp, director of the Anglo-Japanese Economic Institute); 'The Export Trade of Japan and the Role of the Merchant Houses' (Mr. M. H. N. Laws and Mr. Yamamoto, Japan Trade Centre); 'The

(*Continued on foot of page* 449)

The Midland Bank's Overseas trade services will be available at the **Frankfurt International Fair 23-27 February '69**

Our representative Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Frankfurterhof Hotel, Kaiserplatz, Frankfurt Am Main (tel: 2 02 51)

If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

Midland Bank

Expert aid for Export trade

Success for British boats at California show

By B. V. Bull, British Consulate-General's Office, Los Angeles

THIS YEAR, for the first time, a joint venture comprising 11 British firms organized under the auspices of the Board of Trade and The Ship and Boat Builders' National Federation displayed their marine craft and equipment at the Southern California Boat Show, which was held at the Pan Pacific Auditorium, Los Angeles, from January 24 to February 2. So rapidly has this show expanded since its inception in 1957 that this year an additional tented area had to be erected to house the 400 boats and 140 manufacturers displaying a wide range of marine equipment. The official attendance this year was 168,000 representing an increase of 15 per cent over 1968.

The design of the British stand by the Central Office of Information was favourably commented upon and was most certainly a contributing factor in the overall success of this first British marine industry venture in Southern California. To suggest that there were no anxious moments prior to and during the show would be a gross understatement.

The views of the exhibitors were that both attendance and the quality of visitor were of an unusually high level and that the interest of the California public throughout the whole range of British exhibits was serious and widespread.

Several good orders had been confirmed before the end of the show. Gordon Payne Ltd., who displayed two of their Romney fishing boats, were well satisfied with the business achieved and are certain to return again next year along with their newly appointed distributor based on Long Beach.

Westerly Marine Construction Ltd., exhibiting for the first time in Southern California, made a considerable impact with their Cirrus and Nomad sailing cruisers and have been assured of a worthwhile return for their efforts. Other successes were scored by Electronic Laboratories Ltd. (marine electronic equipment); Jack Holt Ltd. (marine hardware); Anstey Yachts Ltd. (glass fibre masts); Trowbridge & Sons Ltd. (Unicorn catamaran), and Russel Marine Ltd. (Alacrity, Vivacity and Islander sailing cruisers).

It is estimated that orders worth some $150,000 were taken by these firms for immediate delivery and that further contracts valued at $625,000 will be confirmed over the next few months.

Discussing the prospects for exporting boats and marine equipment to Southern California, Mr. Guy Dixon, export promotion officer, SBBNF, said that Britain had a low percentage of the market for these products. California had reached a degree of self sufficiency in marine items and some of the larger builders were already looking at overseas markets to sell their products. In his opinion, the opportunities for British boat builders in Southern California lay in the larger and more sophisticated cabin cruiser, racing yachts and special duty craft, many of which were not being produced so competitively by domestic builders. There would, however, continue to be a lucrative market for marine hardware but the demand for small sailing dinghies would be minimal due to the mass production techniques of the American boat building industry.

The significant result of this first exhibit by the British marine industry in Los Angeles is that more than 90 per cent of the British participants were encouraged and hoped to be back next year. It is hoped that 1969 will be the opportunity for them to be joined by even more British companies interested in earning a share of the multi-billion Californian marine market.

Mr. A. E. Franklin, HM Consul-General in Los Angeles, with two of the female staff who helped to publicize the British exhibit at the 13th Southern California Boat Show, Los Angeles. In the background is one of the 'Romany' fishing boats exhibited by George Payne Ltd., Poole, and the 'Galion' racing yacht, built by Hannay Marine Ltd., London.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of December 20 issue.

IMPORTANCE OF BRITISH WEEK TOKYO, *continued*

Role of the Commercial Agent in Japan' (Mr. J. G. Ewing, general manager, Dodwell and Co., Japan); 'Licensing and Joint Ventures' (Mr. M. Hopley, director, ICI Dyestuffs Division); and a report on a preliminary exploration of the market by the Scottish Trade Mission (Mr. Donald Reid, Scottish Council of Development and Industry). All speakers stressed the importance of personal visits to Japan, and of overcoming problems of communication by means of carefully selected agents or interpreters.

The papers were followed by a lively discussion, assisted by a panel under the chairmanship of Mr. Michael Montague, chairman of the Valor Co. Ltd., and of the BNEC Asia Committee.

In his closing speech, Sir Francis stressed the great opportunities for British exporters in this market. 'We have heard much about the difficulties,' he said, 'but there is also a tremendous challenge for us in this fastest growing market in the world'.

Britain is host to first international oceanology exhibition and conference

BRITAIN IS THE host country for the world's first international exhibition and conference dealing with the exploitation of the sea and sea-bed – Oceanology International '69 – which opens in Brighton, Sussex, on February 17. Two hundred firms from 11 countries will occupy three halls in the town (some 55,000 square feet) and technicians and scientists from 14 countries will speak at the daily conferences.

In addition, special oceanographic research and survey vessels from Russia, America, Poland and Britain will be on view in two nearby harbours.

During the five-day event – it closes on February 21 – British participants will display deep sea diving equipment, submersibles, air-surface surveying units – ranging from helicopters to hovercraft and hydrofoils – data buoys, sea structures, decompression chambers, navigation and docking systems, diverse navigational and research instruments and equipment.

This display is backed by representation from the Department of Education and Science, the Ministry of Technology, and such organizations as the Atomic Energy Research Establishment and the National Institute of Oceanology.

International organizations taking part include the United Nations Food and Agriculture Organization, UNESCO, and the IMF.

The United States has the biggest single nation entry, followed by Germany and Japan. Between conferences and exhibition the event has attracted as large a representation as has been seen in the United Kingdom. These include Norway, France, America, West Germany, Poland, Russia, Japan, Italy, Sweden, Holland, Australia, Belgium and Canada.

Discussions by experts at the conferences will probe such questions as how deep?, how far off-shore?, how much wealth?, how much food?, movement on and under the oceans? and how can we obtain the wealth of the land that lies below water commercially? The event is concerned with the 141,050,000 square miles of the earth that is under water.

The exhibition is to be opened by Mr. Anthony Wedgwood Benn, Minister of Technology and the conference, which opens on February 18, by Mr. Edward Short, Secretary of State for Education and Science.

Tokyo sample show success

MORE THAN 350 buyers representing 160 firms visited a British Shoe Manufacturers' Federation sample show held at the Hotel Otani in Tokyo at the end of January.

This was described as a 'first-class response' by Mr. B. E. Wallis, the leader of a 10-man BNEC sponsored trade mission. He stated that the promotional efforts had been very successful and all members had booked orders during the five day show. Mr. Wallis said he was confident that the British shoe industry would increase its share of the Japanese market. The quota system unfortunately remained an obstacle.

'The visitors showed a great interest in high quality shoes and exhibitors were convinced that only quality merchandise would find a good market in Japan,' he said.

The sample show was organized in association with the British Week Office in Tokyo and the Commercial Department of the British Embassy in the Japanese capital as part of the pre-Week trade promotional ventures. The British Week Toyko will take place from September 26 to October 5.

Record overseas buyers at Blackpool gifts fair

THIRTY-FIVE thousand buyers from home and overseas attended the Twentieth International Gifts Fair at Blackpool, from February 2-6. The exhibition space – some 500,000 sq. ft. of display area dispersed between the Winter Gardens, the Metropole and Imperial Hotels and the Talbot Hall was crowded from the opening with buyers inspecting the wide range of wares displayed by over 1,200 exhibitors. The fair which was first staged in 17 rooms of a Harrogate hotel in 1949, has developed into one of the world's leading shop windows for the gift industry.

At the opening ceremony Lord Rhodes, Lord Lieutenant of Lancashire, said there was a rising and expanding market for the industry's products, which was a reflection of the way society was developing. There was also a desire generally for higher standards and quality of design.

The range of gifts on display covered the industry's field and demonstrated the standards and quality of British craftsmanship. Considerable interest was shown in the Council of Industrial Design's stand which featured some of the winners of the investiture souvenir competition organized by the CoID, and the Welsh Office in association with the Welsh Tourist Board. Manufacturers and designers were invited to submit examples of souvenirs commemorating the investiture of HRH the Prince of Wales at Caernarvon on July 1.

The winning souvenirs on display included glass ware, mugs and tankards, vases, rugs and a range of silver jewellery. Particular interest was shown in miners' brass safety lamps, crystal chalices and a Welsh Dragon soft toy. Although some articles were priced in the luxury class, there were at the same time, many examples of well designed low cost products which should enjoy a ready sale in the months ahead.

Buyers thronging around the fairs' stands found much to interest them in the displays of silver plate, pewter, trays, trolleys, stainless steel ware, leather goods, jewellery, watches and clocks, Sheffield cutlery and the many other products which contributed to the diverse range of the industry.

One manufacturer sold to overseas buyers several suits of hand made hammered steel armour which was a reproduction of that worn in the reign of Henry VIII. Another firm, just 50 years after they began manufacturing, are back 'where they started from' – producing paraffin lamps.

This year's fair was distinguished by the record number of overseas buyers present. More than 100,000 brochures in five languages, were sent and the response was such that inquiries from abroad showed an increase of 40 per cent over 1968. London buying houses brought representatives from the United States, Canada, and Austria – who had particular interest, in view of the British Week which takes place in Vienna from October 10-18. Nearly all European countries were represented, and the international character of the fair was emphasised by the attendance of buyers from Australia, South and Central Africa, Iceland, Turkey, Czechoslovakia, Bulgaria, Hong Kong, the West Indies and Guatamala.

The Board of Trade stand dealt with a steady flow of inquiries for tariff details and status information of potential overseas agents and distributors. Above average interest was expressed in forthcoming overseas fairs, exhibitions and trade missions which appeared to indicate a growing awareness of the value of these forms of export promotion. In addition many exhibitors sought general information concerning the full range of government services available to exporters.

There is no doubt that this year's fair was a tremendous success for British exporters and comments from exhibitors indicated that orders from overseas generally were some 30 to 40 per cent up on last year when nearly £6 million worth of sample orders were taken.

Sales and attendance records at Hamburg Boat Show

By R. G. Robinshaw, British Consulate-General, Hamburg

THE NINTH German Boat Show to be held in Hamburg since 1961 (January 23 to 29) broke all records both for sales and attendance. The show was visited by 155,800 people (last year 146,000), and if proof were needed that the German public has money to spend it was certainly provided by this exhiibtion. It should be mentioned that visitors also came from Holland, Italy, the Scandinavian countries and Eastern Europe.

With the products of 500 firms from 22 countries on display, visitors were able to see a very wide range of cruisers, yachts, dinghies, speedboats, 'do-it-yourself' construction kits, engines, outboards, navigational equipment, fittings and accessories. Over 900 boats and 700 engines were to be seen, thus enabling the organizers to claim Hamburg as the largest European boat show. As something in the region of 60 per cent of the exhibits are from abroad, principally from Holland, Scandinavia, Great Britain, France, Italy and the United States, this must be regarded as a truly international show.

Twenty-three British firms participated in a joint venture scheme organized by the Ship and Boat Builders' National Federation and the Board of Trade and the products of about another 40 United Kingdom firms were shown by their local agents. There was considerable interest in British cabin yachts, and Messrs. MacWester Marine of Littlehampton, Sussex, and Westerley Marine of Waterlooville, Hants, were particularly successful in booking orders. The ocean-going yachts of Messrs. Moody & Son Ltd. of Swanwick, and Messrs. Michael Winfield & Partners also aroused considerable admiration. Messrs. Birchwood Boat Co. Ltd. of Nottinghamshire were able to sell a very good number of motor cruisers and runabouts.

On the equipment side, British industry was quite well represented this year. Exhibitors of fittings and accessories received good orders. Particularly successful were Messrs. Cleveland Diving & Marine of Yorkshire (diving suits), Henri-Lloyd of Manchester (yachting clothing) and Messrs. A. Sanderson & Co. Ltd. of Hull (Helmsman paints).

Welcoming visitors' interest in British boats on the SBBNF information stand at the Hamburg Boat Show.

It was generally felt by exhibitors that this show is established as an important one for sales to the European market, and even those firms showing for the very first time were surprised at the interest shown in their products and were keen to come again. It should, however, be pointed out that the German buying public is a conservative one, and very considerable importance is placed on quality and finish, both of yachts and equipment.

A highly successful reception for exhibitors and the press was given by Mr. K. W. Chesterman, HM Consul (Commercial) in Hamburg, and the fair was visited by the British Consul-General, Mr. J. G. Purves, who spent some time discussing the German market with the United Kingdom exhibitors.

Literature and advice about British products not on display were available from the British information stand manned by Mr. Alan Jones of the SBBNF, Mr. Montgomery of Multihull International Magazine and the writer. A good number of inquiries were received, and it is hoped that the follow-ups will mean even more orders for Britain.

(Fairs continued on page 455)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*

Dates of German Trade Fairs 1969

January
German Boat Show — International Hamburg, 23rd — 29th
International Green Week Berlin, 31st — Febr. 9th

February
20th International Toy Fair Nuremberg, 8th — 14th
International Household Goods and Hardware Fair Cologne, 20th — 23rd
International Leather Goods Fair Offenbach, 22nd — 27th
Frankfurt International Fair Frankfurt, 23rd — 27th

March
15th BAUMA — International Construction Machinery Fair Munich, 1st — 9th
International Sports Equipment Fair Wiesbaden, 9th — 11th
80th IGEDO — International Fashion Trade Fair Dusseldorf, 16th — 19th
5th ish — International Exhibition for Heating and Plumbing Equipment Frankfurt, 26th — 30th

April
International Fair FOR THE CHILD Cologne, 11th — 13th
IHM 69 — International Handicrafts and Trade Fair Munich, 11th — 20th
27th GDS — European Footwear Sample Display Dusseldorf, 12th — 14th
81st IGEDO — International Fashion Trade Fair Dusseldorf, 20th — 24th
International FUR Trade Fair Frankfurt, 23rd — 27th
HANOVER FAIR 1969 Hanover, 25th — May 4th

May
INTERPACK — 5th International Fair for Packaging Machinery, Packaging Materials and Confectionery Machinery Dusseldorf, 10th — 16th
R 69 — International Shutter and Blinds Trade Fair Stuttgart, 15th — 18th
21st interstoff — Trade Fair for Clothing Textiles Frankfurt, 20th — 23rd

June
INTERZUM — International Fair of Accessories and Materials used for Woodworking Cologne, 11th — 15th
INTERHOSPITAL 1969 — 5th International Hospital Exhibition Dusseldorf, 19th — 25th

August
International Men's Fashion Week Cologne, 22nd — 24th
International Leather Goods Fair Offenbach, 23rd — 27th
Frankfurt International Fair Frankfurt, 24th — 27th

September
44th International Motor Show Frankfurt, 11th — 21st
International Household Goods and Hardware Fair Cologne, 12th — 14th
82nd IGEDO — International Fashion Trade Fair Dusseldorf, 14th — 17th
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear Cologne, 18th — 21st
German Industries Exhibition Berlin, 19th — 28th
Essen Welding Fair Essen, 20th — 28th
28th GDS — European Footwear Sample Display Dusseldorf, 27th — 29th

October.
ANUGA — International Exhibition of Fine Foods and Provisions Cologne, 4th — 10th
Frankfurt Book Fair Frankfurt, 8th — 13th
CLEAN AIR — 2nd Congress and Exhibition Dusseldorf, 13th — 17th
SPOGA — International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture Cologne, 19th — 21st
International Fair FOR THE CHILD Cologne, 24th — 28th
83rd IGEDO — International Fashion Trade Fair Dusseldorf, 26th — 30th

November
22nd interstoff — Trade Fair for Clothing Textiles Frankfurt, 18th — 21st

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20th Federal Hotel and Restaurant Trade Show, Essen

Germany's International Trade Fairs – Centres for International Trade

If you seek comprehensive information on specific branches of industry, if you look for the best possible business contacts.... you cannot afford to miss the opportunities presented by Germany's International Trade Fairs.

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Another point in favour of Germany's International Trade Fairs: They are located at the cross-roads of Europe.

Please ask for free copy of the Trade Fair Programme 1969.

An den AUMA
Ausstellungs- und Messe-Ausschuss
der Deutschen Wirtschaft e. V.
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Please send me a free copy of the Trade Fair Programme 1969.

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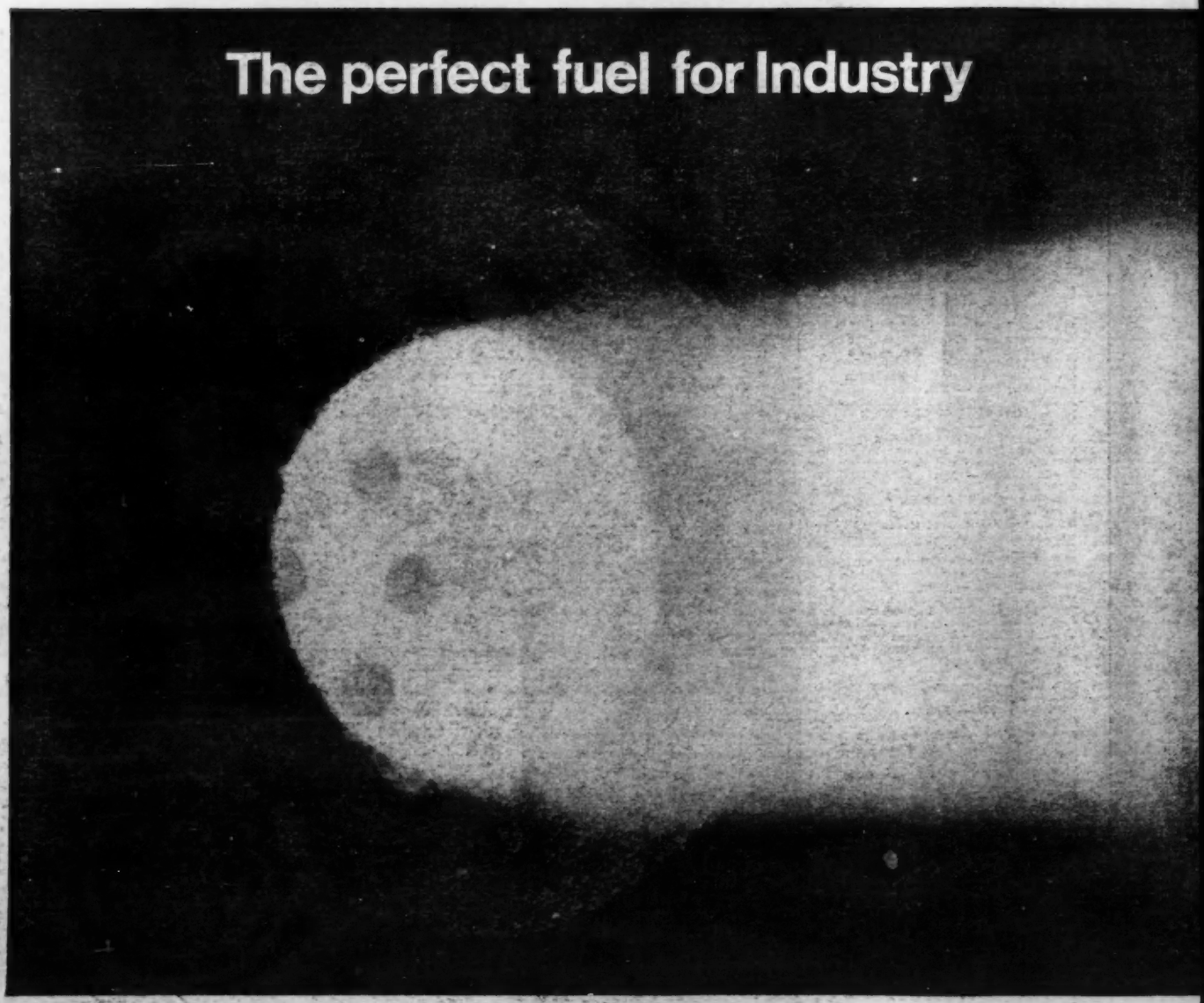

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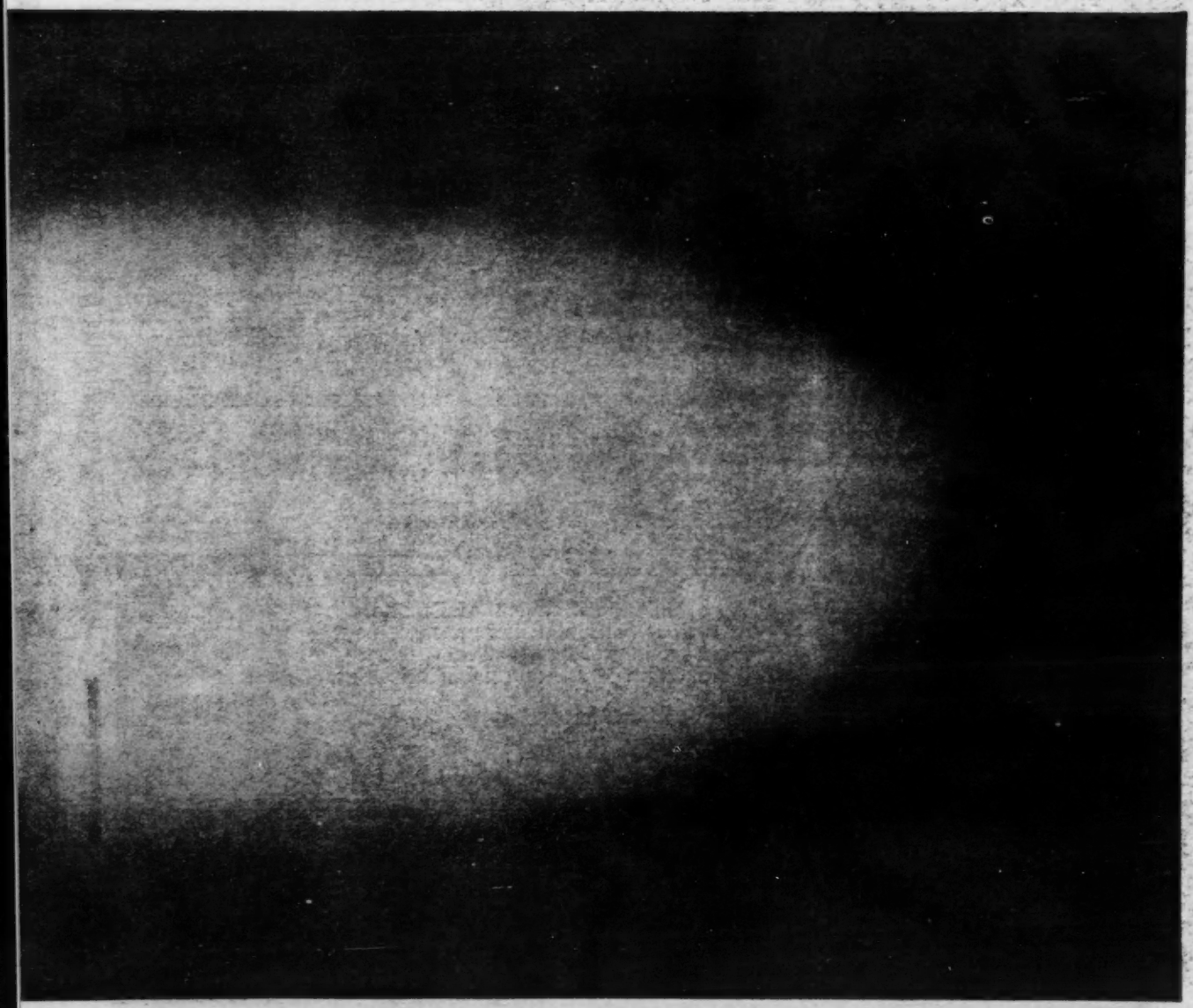


London International Engineering and Marine Exhibition

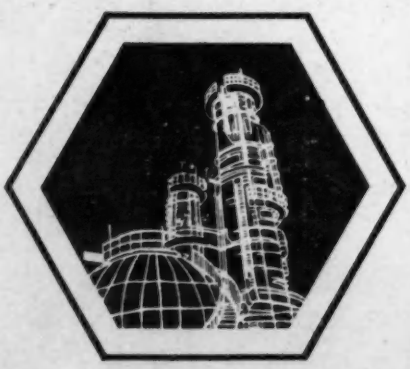
World's leading manufacturers exhibit engineering plant and equipment ranging from complete installations to the smallest components of mechanical and electro-mechanical engineering.

Olympia London
22-30 April 1969
Daily 10 am-6 pm Closed Sunday

International Welding Exhibition

An International display of welding equipment and processes.

Olympia London
22-30 April 1969
Daily 10 am-6 pm Closed Sunday



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The exhibition will cover the full range of services, plant, and ancillary equipment for all sections of the Chemical, Petro-Chemical and Petroleum Industries.

Earls Court London
22-30 April 1969
Daily 10 am-6 pm Closed Sunday

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British goods top £1m sales in Swedish store

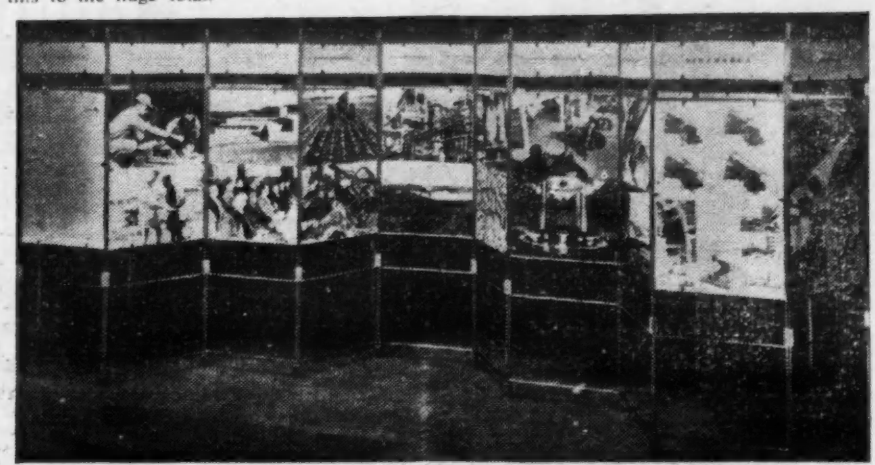
Report by Graham Bennett of AB Nordiska Kompaniet's London Office

NORDISKA KOMPANIET, Sweden's leading department store organization passed the £1 million mark in her direct purchases of British merchandise for 1968 – the year of the British Week in Stockholm – before the middle of December.

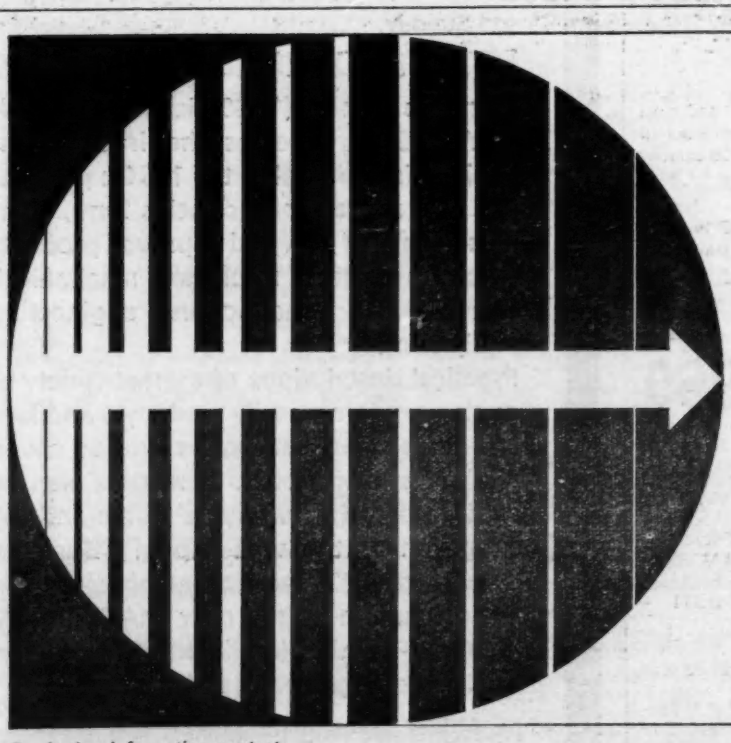
NK, as it is known by the world-wide audience of consumers, retailers and suppliers, is a traditional importer from Great Britain, and has maintained a London buying office for over 40 years. Even so, the magic figure of £1 million is significant because it shows a considerable increase on previous years, and reflects a number of factors, such as the full effects of EFTA and shipment by air charter, enabling NK to land their merchandise at not more than 10 per cent additional to factory cost; devaluation giving both store buyer and the consumer added incentive to buy British traditional quality and modern British design, and also the encouragement and excitement of the very successful British Week where the planning and effort of two full years was rewarded by the results of the Week and ensuing months.

It is interesting to know that although British merchandise has been widely shown at the NK store in Stockholm for many years, that the consumers in Malmo and Gothenberg have shown just as great an interest in similar merchandise presented at NK at their fairly recently acquired stores in those cities. It is perhaps unfair to single out particularly successful items of merchandise but it is true to say that the biggest increases in the last few years have been shown in the home furnishing departments on reproduction furniture, furnishing fabrics, lighting and beds. This is all merchandise which was hardly imported at all into Sweden from Britain a few years ago; tastes were entirely different, but it does show that one should not be too influenced by the differing tastes between countries as these sometimes change. Most of the other departments in the store were building on already strongly-based foundations but this should not detract from the high contribution that the textile departments undoubtedly made towards this to the huge total.

There are a number of British industries who carry stocks in Scandinavia with which to service their customers, books, gramophone records, carpets, food stuffs, etc., and of course all the NK group of stores buy from these stocks so that one is led to the conclusion that NK probably handled £1½ million worth of British goods in the year 1968, and to those of us involved with consumer merchandise this must surely bring satisfaction.



The Barnet firm of Marler Hayley Ltd. have been making inroads in the freely competitive field of display equipment selling abroad. Selected by the Danish Committee for Exhibitions in Foreign Countries, the company's Multi-screen Exposystem pictured in use here can be custom-tailored to fit virtually any space, or provide interesting perspectives in large areas, using standard components. The company also sells to Germany, the Netherlands and France.



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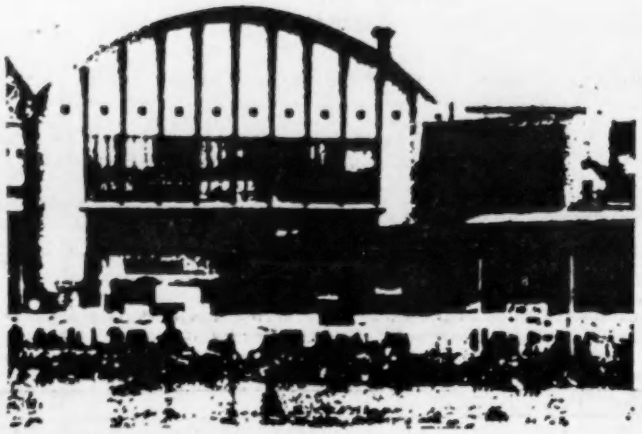

Gateway to Europe:

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What a chance for export-conscious Britain! See what's new!
Visit the LYON FAIR to find your agents; visit the LYON FAIR to assess your chances; talk to the British Groups exhibiting there – and join in our national sales efforts this year.

LYON INTERNATIONAL TRADE FAIR
22nd - 31st MARCH 1969

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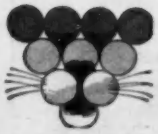

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international engineering journal of the 1970's

MACHINERY LLOYD

INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT

MARCH 1

ESTABLISHED1929 RELAUNCHED1969

From the March (1969) issue MACHINERY LLOYD becomes the International engineering journal of the 1970's presenting, in a modern and concise form, technical details of new and improved products currently available to users of mechanical, electrical and constructional engineering equipment.

Practical descriptions of a great variety of equipment in an easily read style and layout sustain interest from cover to cover, while the introduction of readers' service cards, a brand new buyers' guide and the extension of the well-known "Business Opportunities" section emphasise the basic function of the new MACHINERY LLOYD — to develop international trade within the engineering industry.

For further information contact D. Nye, Manager, Machinery Lloyd, 161-166 Fleet Street, London, E.C.4. Telephone 01-353 5011

Keen interest in British precision equipment at Microtecnic '69

A report from the British Consulate-General, Zurich

THE SECOND International Trade Fair for High Precision Techniques, Dimensional Measurement and Control – 'Microtecnic 69' was held at the Züspa permanent exhibition centre in Zürich from January 30 to February 4. It covered a total area of 8,000 square metres, and in the three large halls used there was some 150 stands showing the products of over 300 manufacturers from 14 countries, distributed as follows:

Switzerland	46 per cent
West Germany	21 per cent
United Kingdom	12 per cent
United States	11 per cent
France	2 per cent
Italy	2 per cent

1 per cent or less = Sweden, Leichtenstein, East Germany, Japan, Norway, Holland, Austria and Denmark.

As its name suggests, this was a highly specialized exhibition of measuring and testing instruments, precision tools, equipment and components. In contrast to the first Microtecnic exhibition, held in Zürich in 1967, heavy machine tools were excluded. That attendance in such circumstances was 7 per cent greater than in 1967, surprised the organizers somewhat, and many of the exhibitors as well. Most of the 13,500 people attending were trade visitors. British exhibitors numbered 34, of whom 13 were members of the British Gauge and Toolmakers Association participating in a joint venture scheme sponsored by the Board of Trade, the other 21 exhibiting on their own or through their Swiss agents. Most thought the exhibition well worth while and have plans for showing again in 1971. Many British exhibitors thought that good business would result in the long term and a number were surprised at the quality and high standard of inquiries received. Some too expected firm orders in the near future, and indeed one company, Edibrac-Hinvac Limited, had sold enough products off their stand to cover appreciably more than the cost of their participation. There was clearly a keen interest in British products generally.

The market for the equipment on display is a highly competitive one, not only in Switzerland (owing to the strength of the indigenous industries concerned), but in many others parts of Europe as well. Yet some British companies, not already represented in Switzerland, had inquiries not only from Swiss firms interested in acting as local distributors and agents, but also from would be agents in other European countries. This shows up the international flavour of the event; we heard of large numbers of trade visitors from most European countries, the United States, and even Latin America and other areas. In fact, we were all taken a little by surprise at the need for polyglot technical staff at the stands, with French particularly in demand.

Once again in a Zürich exhibition the British joint venture stand was praised by visitors and exhibitors alike. It was the only joint 'national' display, and as such received due acclaim. The Gauge and Toolmakers Association's members professed satisfaction with the excellent appearance of the stands designed by the Central Office of Information. Completion was ahead of schedule, and exhibitors were able to move in rapidly without experiencing any technical problems in setting up their displays. Some of the British exhibitors outside of the joint venture scheme, such as the British Aircraft Corporation, also had very impressive stands which attracted a great deal of attention from visitors. All in all the professional effort put into this highly specialized exhibition by the British Gauge and Toolmakers Association and other participants was admirable.

US acquires British accent in menswear

A report by the Commercial Department, British Consulate-General, Chicago

THIS YEAR, for the first time, a joint venture organized by the Board of Trade in conjunction with the British Menswear Guild and the Clothing Export Council entered the 54th Annual Convention of the Menswear Retailers of America which was held at the Palmer House, Chicago, from February 2 to 5.

Nineteen British firms, among them five holders of the Queen's Award to Industry, participated in the joint venture, while others were in attendance through their American associates.

The 450 exhibitors utilized 600 stands in an area exceeding 50,000 sq. ft. of exhibition hall space together with 400 other rooms in the hotel. More than 12,000 retailers and wholesalers from all parts of the United States registered at the show which is considered by the trade to be the most important event of year.

The British menswear industry has long been considered the pace-setter for style and fabric in world markets and this occasion marked the preview of the Windsor look reflecting the styles and colours of the thirties. Bold stripes Prince of Wales checks and Scottish tweeds were much in evidence at our stands which featured all aspects of men's clothing from suits, outerwear, pyjamas, ties, knitwear and simulated fur coats. The British theme also featured some flaired trouser legs, wide lapels and narrow shoulders. Highwaymen's collars in maxi length coats in striking herring-bone brought back the dash and flair of men's fashions. The British stands created considerable interest among the unceasing traffic and many of the visitors were heard to comment favourably on our display.

Those firms which have been well established in this market for some years had the opportunity of strengthening their connections and in some cases of making new ones while those which had entered for the first time found the experience invaluable. A great deal of business was done by the British firms despite the fact that this conference is not normally an order taking occasion and at the close of the show there was a unanimous feeling of success among the participants.

Sir Peter Runge, chairman of BNEC, visited the British exhibitors and congratulated them on their effort.

Other foreign exhibits included 10 firms from the Irish Menswear Fashion Guild and various others from France, Sweden, Italy and Holland. It is believed there will be even more exhibitors from abroad next year when the conference will be held in Dallas, Texas.

With consumer spending in the United States for male apparel alone reaching a record sales of more than $17 billion in 1968, the outlook for British firms can be even more optimistic, particularly with the recent acceptance of what is called the 'shaped look' in this market.

Opportunities at Lisbon Trade Fair

THE Board of Trade and the Birmingham Engineering and Building Centre are organizing a joint venture display at the International Trade Fair in Lisbon, Portugal, from June 9-23. (An article entitled Portugal – an economy offering fresh opportunities for export appeared in the *Board of Trade Journal* on February 7, pages 319-322.)

Inquiries should be addressed to the Engineering and Building Centre, Broad Street, Birmingham 1 (Tel.: 021-643 1914). The Board of Trade contact is Miss F. King, Trade Fairs Branch, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel.: 01-222 7877, Ext. 2782).

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143).

EXPORT INTELLIGENCE BRIEFING No. 3 – *Opportunity Germany*

A reminder: there is a 4% 'head start' for exports to Germany for one year

It's now 3 months since the Federal Republic of Germany announced its 4% reduction in its value-added tax on imports – giving British exporters (among others) an estimated £300 million potential extra sales to Germany this year.

MANY COMPANIES quickly despatched their best men to help their local field force, or get their German agents moving on this welcome opportunity—remembering that the tax reduction is scheduled to last only until March 31, 1970.

The fact is, while exports to Germany are rising now, it will get increasingly difficult to maintain this rate of growth as the effects of the German tax changes work their way through the economy—and as other overseas suppliers step up their competition. If you have not already checked our product-category lists, do so now to ensure that you are not missing a special opportunity in Opportunity Germany.

HOT PROSPECTS

This list of goods offering the greatest potential was prepared by British commercial officers in Germany at a special Opportunity Germany conference. Apart from these, there is a continuing demand for a wide range of other consumer and capital goods. Call Export Intelligence for details.

Toys

One of our strong export sales. German parents particularly appreciate the play value, safety, ingenuity and standard of finish of British toys. Note the importance of good-quality *packaging*, too.

Carpets

40% of the carpet laid on West German floors last year was imported. Yet the U.K. share of that 40% was a mere 3%. Imports are mainly of woven and knotted carpets; Axminster is popular. You need good local representation to satisfy both the increasing number of outlets (department stores are now in carpets in a big way) and local variations in taste.

China and earthenware

Don't overlook Bavaria and Baden-Württemberg in the south: an area which has not been exploited as fully as others in West Germany. Favoured are the more robust, traditional shapes and patterns in British pottery and earthenware. Flower designs (possibly Art Nouveau) increasingly popular.

Furnishing fabrics

Britain's share-by-value of German furnishing fabric imports was 0.8% in 1967. But there are good prospects for high-quality fabrics: prints, velvets and brocades for curtains; moquettes and figured velvets for upholstery.

Ready-to-wear clothing

We had 2% of the German import market for clothes in 1967. A tough market but there is room for expansion. In *ladies' wear* there is a steady demand for good-quality classic styles and good potential for modern clothes for the younger woman. In *menswear*, good-quality "Chelsea" styles will do better than "Carnaby Street mod". Accessories are important, too.

Reproduction and fully upholstered furniture

Germany's annual per capita expenditure on furniture is over 4 times greater than Britain's, and is the highest in Europe. Demand for reproduction furniture continues to grow and British *good-quality* reproduction wood and fully upholstered furniture enjoy a high reputation.

Hand tools

Germany is a giant consumer of hand tools (including 'do-it-yourself' and gardening tools). Our share of this market has been growing lately and there are bright prospects for tools that either fill a gap in the indigenous German production, or are cheaper than the German equivalent. And we have a wide range of do-it-yourself *materials* to offer.

Caravans

A U.K. winner: we lead exporters of caravans to Germany with a 48% share of imports. Current sales trend is towards the *middle-sized* range of caravans (the medium 4/6 berth type has over half the total market), though there is also a continuing demand for smaller types.

WHAT TO DO NOW:
For a full briefing on sales prospects for these and *all* other product categories,

Call EXPORT INTELLIGENCE at the Board of Trade

Call us at H.Q. London 01-248 9633 Telex 886143

Or call us at: Belfast (Ministry of Commerce) 34488 Telex 74578 · **Birmingham** 021-643 8221 Telex 33702 **Bristol** 21071 Telex 44214 · **Cardiff** 62151 Telex 49267 · **Glasgow** 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 56472 **London** (South Eastern Counties) 01-828 4355 Telex 25991 (Eastern Counties) 01-828 6271 Telex 25991 **Manchester** 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178

Overseas Trade and Exports

Expert training in export trade procedure

By Lord Brown, Minister of State, Board of Trade.

AS A MINISTER I have now visited some hundreds of exporting companies to discuss their problems with them. One of the problems nearly always raised by the smaller exporter is the complexity of the routines and procedures surrounding export documentation, invoicing, shipping, insurance and the like. There is no doubt that such matters do present very serious problems indeed, particularly to those without much past experience of exporting. I am constantly introduced to the man or woman in charge of these procedures in a firm and they are usually lively people who launch with animation into a discussion of the complexities of what they are doing; but what is noticeable is wide variations in their levels of sophistication in these matters. I formed the quite definite view that where a company has a highly trained staff handling these matters they do not appear to be nearly so bothered about the complexities of exporting as another firm not so well blessed in that respect. In other words, as in so many other walks of life, sound training resulting in extensive knowledge gets rid of a lot of problems.

This takes me to the core of what I want to say. The Institute of Export is an excellent body which carries much of the national responsibility for the standards of training of people in such matters as invoice documentation, financial documentation, organization of the shipping of goods, marine insurance, air transport, container transport procedures, roll-on roll-off transport, how to get goods quickly on board ship and quickly through the Customs at the other end, and so on.

Knowledge that can save money

Now all this knowledge is extremely important and may save a firm a great deal of money. If documents are incorrectly completed future orders can be lost. In South American markets, for instance, mistakes in invoices can mean fines for the importer – and they don't take kindly to that. Invoice documentation has Customs significance and dutiable values are often of great importance. If an exporter knows his Brussels Nomenclature too he can sometimes help his importer to get his goods through in a lower duty category. In financial documentation a single mistake and a whole consignment can be rejected and perhaps would be in the case of a falling market. A well trained exporter will know precisely how to reach agreement with the importer overseas on who is responsible for what charges, but an untrained man may live to regret his lack of knowledge.

Knowledge of the whole field of means of transport overseas can save margins on the cost of freight, and sometimes by choice of alternative routes can save much time. A thorough understanding of air freight can lead to the use of this method of transport when a more superficial knowledge might have caused it to be rejected because of the apparently higher cost. A knowledge of which goods attract *ad valorem* rates and appreciation of low density/high value ratios and the like are of considerable help.

I think I have said enough to indicate the immense advantages of export education to a professional level. I could of course have gone on into packing, commercial law, commercial geography and the study of the structure of commerce itself, but space precludes.

In 1945 the number of students offering themselves for the sort of training outlined above in the Institute of Export examinations was 12. By 1955 the number had increased to more than 600 and today between 1,500 and 2,000 students are registered at any one time. These may sound quite large figures but in relation to the growing need for trained personnel they are in fact very small. During the 33 years of their existence the Institute of Export has sponsored the organization of courses on their syllabus in a growing range of technical colleges up and down the country, and it has sponsored and assisted in the production of literature about the export trade which used to be almost non-existent. I personally feel that exporting companies could benefit themselves greatly by sponsoring more members of their export staff to attend these training courses and could encourage those members of their staff to join the Institute, for it is dependent to a large extent on membership fees for the continuation of the excellent work it is doing.

Associate class membership

The second thing that companies could do in the collective interest of exporters is to consider as companies taking up associate class membership of the Institute.

By doing these two things a company could assure itself of better trained staff, who could quite easily save them a great deal of money and solve a great many problems, and by supporting the Institute financially they can ensure the extension of its activities and the coming together through the Institute of their staff and the staffs of other companies by which much mutual learning can take place. I am not one of those who believe that all problems can be solved by more knowledge, but I do know that many problems which have a nightmarish quality to the amateur resolve themselves into just a job of work to the professional.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary

A TRADE ARRANGEMENT between the United Kingdom and Hungary was signed in Budapest on February 8.

The Arrangement, which was concluded under the Anglo-Hungarian Trade Arrangement 1968-72, makes detailed provisions for Anglo-Hungarian trade in 1969. It is intended to promote the continuing expansion of Anglo-Hungarian trade.

Increased quotas have been agreed for a number of Hungarian goods still covered by United Kingdom import quotas and quota increases have also been agreed for United Kingdom exports to Hungary of certain consumer goods. The list of goods which may be imported freely from Hungary under World Open General Licence or Open Individual Licence, continues unchanged and all United Kingdom goods for import into Hungary other than those for which specific quotas are provided will, as before, be admitted by the Hungarian authorities within the framework of their general import regulations.

Details will be published in the *Board of Trade Journal* on February 21.

Notes:
Trade figures in recent years have been:

£ million

	1964	1965	1966	1967	1968
United Kingdom imports	7·4	6·8	7·3	9·6	10·0
United Kingdom exports	8·6	7·6	10·1	12·2	12·5
United Kingdom re-exports	0·2	0·2	0·4	0·2	0·3

Increases in quotas for imports from Hungary amount to about £800,000.

The general prohibitions and restrictions relating to imports from all sources will continue to apply to imports from Hungary.

Poland and Rumania

A PROTOCOL covering trade between Poland and Rumania in 1969 was signed in Warsaw on November 22, 1968. It provides for a considerable increase in the exchange of goods compared with the 1968 level.

Polish exports will include machine tools, fishing boats, ship engines and equipment, electrical equipment, power and mining equipment, construction and road machines, medical machines and equipment, bearings, railway passenger carriages, metallurgical articles, coke, chemical agents and industrial consumer goods.

Rumania will export machine tools, boring equipment, diesel electric locomotives, industrial fittings, tools, ships, oil products, chemical agents, furniture, wine, fruit, vegetables and other goods.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Poland and Yugoslavia

A PROTOCOL covering trade between Poland and Yugoslavia in 1969 was signed in Warsaw on November 18, 1968, and provides for an increased turnover in 1968.

The more important items which Poland may export are machinery and equipment, polyester fabrics, chemical and pharmaceutical products, coke and consumer goods.

Exports from Yugoslavia may include machinery and equipment, cast and forged ironware, abrasive materials, coloured metal products, cables, lead, magnesite phosphorous fertilizers, leather fancy goods and household goods.

The protocol also envisages industrial co-operation in the foundry, motor, machine building and electro-technical industries.

Any inquiry relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Pakistan and Rumania

THE GOVERNMENTS of Pakistan and Rumania have recenty entered into an agreement for the exchange of goods between the two countries. Lists of the commodities to be exchanged during 1968-69 are reproduced below. For the purpose of transactions under this agreement the National Bank of Pakistan and the Rumanian Bank for Foreign Trade will open, in each other's name, a special non-convertible rupee account.

Exports from Rumania to Pakistan

Drilling rigs, spares, etc.
Building and road building equipment, bulldozers, scrapers and excavators, road rollers, crushers, etc.
Tools and workshop equipment, including machine tools, woodworking machinery, welding converters and welding sets, etc.
Electrical equipment, including power transformers, sub-station equipment, power generating sets, pumps, etc.
ACSR conductors.
Bearings.
Scientific instruments and laboratory equipment.
Chemical products.
Carbon black.
Textile dyestuffs.
Pharmaceutical products, including drugs and medicines.
Agricultural fertilizers (Urea).
Petroleum products, including lubricating oils.

Exports from Pakistan to Rumania

Raw jute.
Raw cotton.
Leather and leather products.
Cotton and woollen textiles, including woollen and jute carpets.
Jute goods.
Cotton yarn, including sewing thread.
Coir mats.
Miscellaneous manufactured goods, e.g., surgical instruments, sports goods, spectacle frames, cellophane paper, hydrochloric acid, surgical gauze, fruit and fruit juices, ores and minerals (chrome and manganese), ready-made garments and hosiery, preserved and canned fish, methonol and other manufacturers to be mutually agreed upon.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 or 457).

Poland and the Federal Republic of Germany

A PROTOCOL covering trade for 1969 was signed in Warsaw on November 15, 1968.

The Polish press statement announcing the conclusion of the negotiations referred to increases in export facilities for both countries, and a copy of the agreement (in German) is available at the address given below.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Italy and the USSR

THE ITALIAN Minister for Foreign Trade announced in a circular dated December 20, 1968 that the quotas for the year ending December 31, 1968 which were negotiated under the Italian USSR Trade Agreement signed in Rome on February 5, 1964 are still valid. A previous notice was published on page 911 of the *Board of Trade Journal* dated April 24, 1964.

Inquiries concerning this and the earlier notice should be addressed to Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

France and Austria

THE FRENCH *Journal Officiel* of January 25 announced that the Trade Agreement of July 26, 1963, between France and Austria has been renewed for the calendar year of 1969, and set out the quota arrangements for this period.

(*Continued on page* 463)

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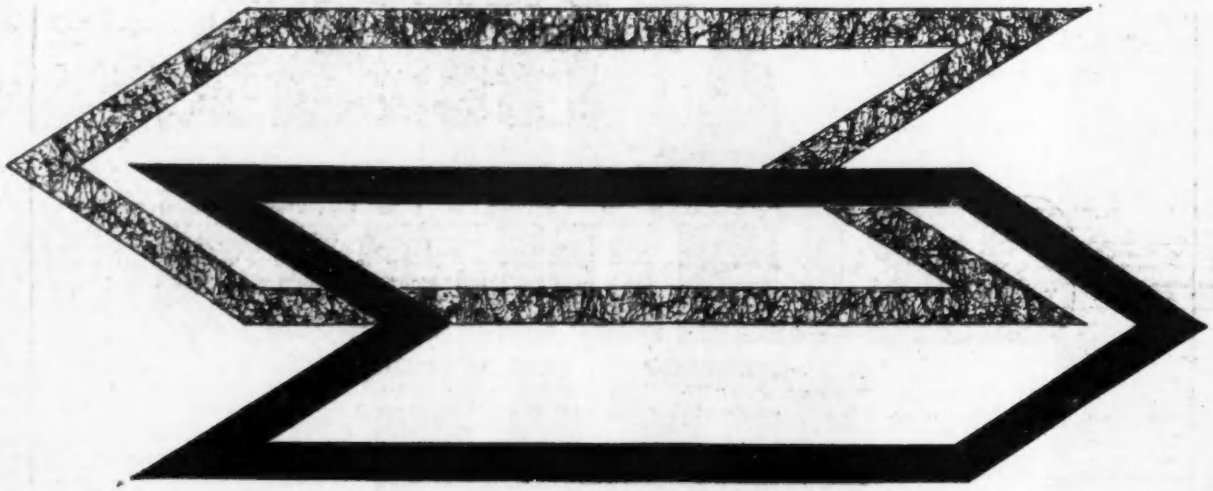

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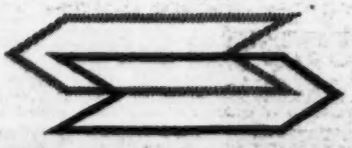

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France and Norway

THE FRENCH *Journal Officiel* of January 25 announced that the Trade Agreement of May 18, 1966, between France and Norway has been renewed for the calendar year of 1969, and set out the quota arrangements for this period.

Inquiries concerning these notices should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French texts may be seen.

France and Iceland

THE FRENCH *Journal Officiel* of January 22 announced that the Trade Agreement of May 24, 1966, between France and Iceland was renewed for the calendar year of 1969, and set out the quota conditions for imports of meat and miscellaneous goods for this period.

Inquiries concerning these notices should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French texts may be seen.

France and Portugal

THE FRENCH *Journal Officiel* of January 22 announced that the Trade Agreement of March 25, 1961, between France and Portugal was renewed for the calendar year 1969 and set out quota conditions for imports of fruit, alimentary products and miscellaneous goods for this period.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

BOOST TO BRITAIN'S OVERSEAS EARNINGS

A boost to Britain's overseas earnings of at least 125 million dollars and potentially much more over the next 10 years will result from an agreement signed in London on February 10 between Lancer Boss, of Leighton Buzzard, Beds, and Allis-Chalmers, of Milwaukee, Wisconsin, United States. The agreement grants the United States company exclusive marketing and manufacturing rights in the United States and Canada for the British-designed Lancer sideloaders and Boss forklift trucks. Pictured above during the signing of the agreement are (left to right): Mr. M. P. Learoyd (international marketing manager, Lancer Boss), Mr. T. Bowman-Shaw (managing director, Lancer Boss), Mr. J. Hignett (Lazards) (director, Lancer Boss), Mr. J. J. Chluski (vice-president, Allis-Chalmers), Mr. G. N. Bowman-Shaw (chairman, Lancer Boss), and Mr. C. J. Trone, Jr. (vice-president, Allis-Chalmers).

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54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1957

Opportunities for exporters—calls for tender

The **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

A batch of 95 domestic lighting sets for customers in South America in production at the Loughborough factory of MIE (Power) Ltd., a Morrison company now in the A. G. Wild group. The company exports more than 90 per cent of its output of mobile and stationary generating equipment and have a network of agencies serving 52 countries. Plans for an extension of the factory area were announced recently.

ABU DHABI

Bulletin 26/69
DEPARTMENT OF DEVELOPMENT AND PUBLIC WORKS:
Cable. March 31. E.S.B. 4598/69/J.

ALGERIA

Bulletin 25/69
ALGERIAN ELECTRICTIY AND GAS AUTHORITY:
Construction of Power Stations. (Pre-qualification.) March 15. E.S.B. 4536/69/J.

Bulletin 27/69
ALGERIAN STATE EDIBLE OILS AUTHORITY:
Steam Generators. February 28. E.S.B. 5000/69/J.

ANGOLA

Bulletin 27/69
CONSELHO SUPERIOR DE FORMENTO ULTRAMARINO:
Dam Construction. May 6. E.S.B. 4981/69/J.
Dam Consolidation and Linking Injections. May 7. E.S.B. 4982/69/J.
Dam Spillways and Equipment. May 8. E.S.B. 4983/69/J.

AUSTRALIA

Bulletin 23/69
COMMONWEALTH DEPARTMENT OF WORKS:
*15s. **Fire Hose.** March 11. E.S.B. 4193/69/J.

Bulletin 24/69
POSTMASTER GENERAL'S DEPARTMENT:
*7s. **Gauges.** April 3. E.S.B. 4194/69/J.

Bulletin 26/69
DEPARTMENT OF SUPPLY:
Drafting and Digitising Machine. March 15. E.S.B. 4947/69/J.
Camshaft Grinders. February 27. E.S.B. 4971/69/J.
HYDRO-ELECTRIC COMMISSION:
Cranes, Jacks. March 4. E.S.B. 4970/69/J.

Bulletin 27/69
CENTRAL CONTRACT BOARD:
Message Switching System. March 4. E.S.B. 4977/69/J.

Bulletin 28/69
MELBOURNE AND METROPOLITAN TRAMWAYS BOARD:
*60s. **Electronic Data Processing Equipment (Computer).** April 28. E.S.B. 4950/69/J.
WEST AUSTRALIAN GOVERNMENT RAILWAY COMMISSION:
Railway Wagons. April 3. E.S.B. 5477/69/J.

BELGIUM

Bulletin 26/69
HO ALLIED POWERS EUROPE:
*Stationery. February 28. E.S.B. 5485/69/J.

BRAZIL

Bulletin 24/69
PORTS AND WATERWAYS DEPARTMENT:
*Cranes. (Further Information.) E.S.B. 48230/68/J.

Bulletin 27/69
PREFEITURA DO MUNICIFIO DE SAO PAULO:
*1s. (In Portuguese.) **Construction of Gas-Works.** Postponed March 5. E.S.B. 38921/68/J.

Bulletin 28/69
ALUMINIUM COMPANY OF AMERICA:
Laboratory Equipment. (Further Information.) March 11. E.S.B. 1884/69/J.

BURMA

Bulletin 23/69
MINISTRY OF DEFENCE:
*3s. **Road Rollers.** March 8. E.S.B. 4174/69/J.
PEOPLE'S ELECTRO-MECHANICAL SERVICES:
*3s. **Portable Growler.** March 22. E.S.B. 4172/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Testing Ammeters; Voltage Testers.** March 11. E.S.B. 4154/69/J.
TEXTILE MILLS PROCUREMENT COMMITTEE:
*12s. **Polyester Cotton Blended Yarn.** March 10. E.S.B. 4178/69/J.

Bulletin 24/69
MYANMA EXPORT IMPORT CORPORATION:
*5s. **Pharmaceuticals.** March 3. E.S.B. 4173/69/J.
*3s. **Copper Tubes.** March 10. E.S.B. 4179/69/J.
Pontoon Steel. March 12. E.S.B. 4180/69/J.

Bulletin 26/69
MINISTRY OF DEFENCE:
Machine Tools; Hand Tools. March 15. E.S.B. 4951/69/J.
MUNICIPAL CORPORATION OF THE CITY OF RANGOON:

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*3s. **Drawing and Surveying Instruments and Materials.** March 15. E.S.B. 4959/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*49s. **Air Conditioning System.** March 14. E.S.B. 4953/69/J.
*10s. **Bolt Driving Gun; Lightning Conductor; Pins and Clips.** February 28. E.S.B. 4960/69/J.
*3s. **Electric Pumps.** March 31. E.S.B. 4961/69/J.
*3s. **Blankets,** February 28. E.S.B. 4962/69/J.
*25s. **Workshop Equipment.** February 28. E.S.B. 4963/69/J.
*4s. **Welding Electrodes,** March 11. E.S.B. 4964/69/J.
*4s. **Roller Raising Machine,** February 28. E.S.B. 4965/69/J.
*14s. **Construction Materials.** March 21. E.S.B. 4966/69/J.
PEOPLE'S OIL INDUSTRY:
*6s. **Electrical Materials.** March 12. E.S.B. 4956/69/J.
*6s. **Electrical Supplies.** March 10. E.S.B. 4957/69/J.
*3s. **Steel Cylinders.** March 31. E.S.B. 4958/69/J

Bulletin 28/69
INDUSTRIAL DEVELOPMENT CORPORATION:
*8s. **Miscellaneous Machines and Equipment.** March 1. E.S.B. 5497/69/J.
MUNICIPAL CORPORATION:
*Steel Well Screens and Accessories. March 15. E.S.B. 5495/69/J.

CANADA

Bulletin 26/69
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Turbine Inlet Valve. March 11. E.S.B. 4972/69/J.

Bulletin 27/69
EQUIPMENT COMMITTEE OF THE CANADA GAMES SOCIETY:
*27s. **Sports Equipment.** February 28. E.S.B. 4994/69/J.

Bulletin 28/69
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Conductor. April 8. E.S.B. 5476/69/J.

CEYLON

Bulletin 24/69
STATE ENGINEERING CORPORATION:
*8s. **Lamp Fittings.** (Further Information.) E.S.B. 4161/69/J.
Voltage Regulators. March 5. E.S.B. 4511/69/J.
Steel. March 3. E.S.B. 4513/69/J.

Bulletin 26/69
CEYLON STATE HARDWARE CORPORATION:
1s. **Dies for making Mamooties (Agricultural Hoes).** April 8 E.S.B. 4599/69/J.

Bulletin 27/69
MINISTRY OF PUBLIC WORKS:
Constructional Equipment for Road Project (Advance Information.) E.S.B. 4979/69/J and 4980/69/J.

CHILE

Bulletin 25/69
EMPRESA NACIONAL DE ELECTRICIDAD:
*97s. **Cranes OHT.** March 26. E.S.B. 4510/69/J.

COLOMBIA

Bulletin 28/69
EMPRESA DE TELEFONOS DE BOGOTA:
Telephone Cable. February 28. E.S.B. 5804/69/J.
SECRETARIA DE OBRAS PUBLICAS
Laboratory Equipment. Closing date postponed to March 5. E.S.B. 48626/68/J.

COSTA RICA

Bulletin 28/69
INSTITUTO NACIONAL DE SUGUROS:
*Alarm System. March 20. E.S.B. 5415/69/J.

ECUADOR

Bulletin 23/69
CUENCA ELECTRICITY AUTHORITY:
Generating Units and Accessories. Closing date further postponed to February 20. E.S.B. 36912/68/J.

ETHIOPIA

Bulletin 24/69
IMPERIAL HIGHWAY AUTHORITY:
Highway Construction Project. (Further Information.) E.S.B. 16485/68/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 26/69
POSTTECHISCHES ZENTRALMAT:
Hand Towels. Closing date not stated. E.S.B. 4946/69/J.

GREECE

Bulletin 26/69
MINISTRY OF COMMUNICATIONS. CIVIL AVIATION ADMINISTRATION:
17s. **Electronic Measuring Instruments.** March 22. E.S.B. 4916/69/J.
INSTITUTE OF SOCIAL INSURANCE:
*Tabulating and Receipt Cards, March 17. E.S.B. 4917/69/J.

Bulletin 27/69
PUBLIC POWER CORPORATION:
Telephone Call Recorder. March 14. E.S.B. 4998/69/J.

HONG KONG

Bulletin 26/69
COLONIAL SECRETARIAT. TENDER BOARD:
*13s. **Concrete Pipes and Accessories.** March 7. E.S.B. 4969/69/J.
Fluorescent Lamps. March 7. E.S.B. 4968/69/J.

ICELAND

Bulletin 26/69
REYKJAVIK PURCHASING CENTRE:
*11s. **Switchgear, Transformers.** March 4. E.S.B. 4973/69/J.
Fire Fighting Equipment. March 4. E.S.B. 4975/69/J.
*2s. **Copper Wire.** February 26. E.S.B. 4974/69/J.

INDIA

Bulletin 24/69
BHARAT HEAVY ELECTRICALS LTD:
Stamping Steel. March 7. E.S.B. 4744/69/J.
Copper Strips, Rod and Sheets. March 4. E.S.B. 4745/69/J.
Safety Valves. March 7. E.S.B. 4747/69/J.
Cylinders. March 25. E.S.B. 4749/69/J.
Tester Range; Suction Gauge. March 25. E.S.B. 4750/69/J.
HINDUSTAN AERONAUTICS LTD.:
Drills. March 25. E.S.B. 4524/69/J.
Needle Files. March 27. E.S.B. 4526/69/J.
Microscope. March 28. E.S.B. 4527/69/J.
Electro Magnetic Chuck. April 1. E.S.B. 4528/69/J.
Dies. April 2. E.S.B. 4529/69/J.
Gauges. April 3. E.S.B. 4530/69/J.
Rotary Cutters. April 5. E.S.B. 4531/69/J.
Tools. April 7. E.S.B. 4532/69/J
Measuring Instruments. April 8. E.S.B. 4533/69/J.
HINDUSTAN SHIPYARDS LTD.:
Ventilation Equipment. March 20. E.S.B. 4742/69/J.

Bulletin 26/69
COCHIN PORT TRUST:
Civil Engineering Works. February 26. E.S.B. 4921/69/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*26s. **Wire.** March 6. E.S.B. 4967/69/J.
PUBLIC WORKS DEPARTMENT, GOVERNMENT OF MYSORE:
Construction of Dam. February 27. E.S.B. 4920/69/J.
UP STATE ELECTRICITY BOARD:
*126s. **Crane.** (Further Information.) E.S.B. 2701/69/J.

Bulletin 27/69
HINDUSTAN SHIPYARDS LTD.:
*25s. **Windows,** Closing date postponed to March 10. E.S.B. 45128/68/J.
PUNJAB STATE INDUSTRIAL DEVELOPMENT CORPORATION LTD.:
*3s. **Tanning Machinery.** (Further Information.) E.S.B. 3974/69/J.

IRAN

Bulletin 26/69
GHAZVIN DEVELOPMENT AUTHORITY:
*Agricultural Machinery. March 26. E.S.B. 4910/69/J.

IRAQ

Bulletin 24/69
MINISTRY OF MUNICIPALITIES AND VILLAGE AFFAIRS:
Steel Pipes and Specials. March 20. E.S.B. 4523/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Paints, March 4. E.S.B. 4521/69/J.

Bulletin 25/69
AMANAT AL-ASIMA:
*6s. **Fire Fighting Equipment and Materials; Motor Cycles; Boat; Film Project.** (Further Information.) E.S.B. 3933/69/J.
MINISTRY OF AGRICULTURE:
Limestone. February 27. E.S.B. 4581/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Street Lanterns. March 1. E.S.B. 4520/69/J.
Concrete Compressor. March 15. E.S.B. 4590/69/J.
Galvanized Stay Wire. March 11. E.S.B. 4587/69/J.

Bulletin 26/69
DAIRY ADMINISTRATION:
*Tractor. (Further Information.) E.S.B. 3928/69/J.
GENERAL ESTABLISHMENT FOR PRESS AND PRINTING:
Printing Materials. February 27. E.S.B. 4584/69/J.
GOVERNMENT OIL REFINERIES:
Oil Additives, March 15. E.S.B. 4582/69/J.
Lathe. March 11. E.S.B. 4580/69/J.
IRAQ CEMENT CO. (NAT):
Bag Loading Machine. March 4. E.S.B. 4595/69/J.
MINISTRY OF FINANCE:
Teleprinter Paper. March 16. E.S.B. 4596/69/J.
IRAQI PORTS ADMINISTRATION:
Steel Plates. February 26. E.S.B. 4593/69/J.
Copper Tubes and Flat, February 26. E.S.B. 4594/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Rolled Steel Joists. March 22. E.S.B. 4586/69/J.
Box Carrier. March 18. E.S.B. 4588/69/J.
Fork Lift. March 15. E.S.B. 4589/69/J.
MINISTRY OF DEFENCE:
Underwear; Cotton Shirts. (Further Information.) E.S.B. 3951/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Meters. March 8. E.S.B. 4591/69/J.
Water Supply Scheme. Closing date further extended to April 5. E.S.B. 35139/68/J.

IRISH REPUBLIC

Bulletin 25/69
CAVAN COUNTY COUNCIL:
Spectacles. March 31. E.S.B. 4914/69/J.

JORDAN

Bulletin 24/69
JORDAN PETROLEUM REFINERY CO.:
*5s. **Steel Pipes and Fittings; Valves.** March 4. E.S.B. 4759/69/J.
1s. **Petrol and Diesel Additives.** March 1. E.S.B. 4761/69/J.
*1s. **Wheel Aligner and Wheel Balance.** March 1. E.S.B. 4762/69/J.
*3s. **Nuts and Bolts.** March 1. E.S.B. 4764/69/J.
*4s. **Valves.** March 4. E.S.B. 4763/69/J.
*4s. **Telephone Cables.** March 4. E.S.B. 4760/69/J.

KENYA

Bulletin 28/69
EAST AFRICAN RAILWAYS AND HARBOURS:
Steel Rails. March 5. E.S.B. 5416/69/J and 5420/69/J.
Steel Rails and Sleepers. March 5. E.S.B. 5417/69/J and 5418/69/J.
Steel Sleepers. March 5. E.S.B. 5419/69/J.

KUWAIT

Bulletin 24/69
MINISTRY OF ELECTRICITY AND WATER:
*6s. **Aluminium Ladders.** March 4. E.S.B. 4503/69/J.

LEBANON

Bulletin 26/69
LA REGIE LIBANAISE DES TABACS:
Imitation Cork Paper. March 11. E.S.B. 4550/69/J.
*3s. (In French.) **Cigarette Filter Tips.** March 10. E.S.B. 4551/69/J.

MALAYSIA

Bulletin 25/69
ROYAL MALAYSIA POLICE HEADQUARTERS:
*10s. **Motor-cycles.** March 21. E.S.B. 4548/69/J.

Bulletin 27/69
NATIONAL ELECTRICITY BOARD:
Construction of Boiler Plant. August 4. E.S.B. 4984/69/J.
Steelworks and Cladding. September 16. E.S.B. E.S.B. 4985/69/J.
Turbo-Alternators and Ancillary Plant. August 4. E.S.B. 4986/69/J.

MALTA

Bulletin 26/69
MALTA ELECTRICITY BOARD:
*9s. **Cables.** March 4. E.S.B. 4948/69/J.
TREASURY:
*Communication Equipment. March 13. E.S.B. 4901/69/J.
*8s. **Steel Transmission Poles.** March 4. E.S.B. 4905/69/J.
*1s. **Water Sprinklers.** March 13. E.S.B. 4902/69/J.
* **Vitamins.** March 13. E.S.B. 4903/69/J.
*Rayon Fabric. March 13. E.S.B. 4904/69/J.

Bulletin 27/69
MALTA ELECTRICITY BOARD:
*9s. **Street Lighting Lanterns.** March 4. E.S.B. 4949/69/J.

MEXICO

Bulletin 27/69
COMMISION FEDERAL DE ELECTRICIDAD:
*Turbo Generator. Closing date postponed to February 25. E.S.B. 47329/68/J.

MOROCCO

Bulletin 24/69
LA DIRECTION DU PORT DE CASABLANCA:
*1s. (In French.) **Steel Pipes,** Closing date not stated. E.S.B. 4767/69/J.

MOZAMBIQUE

Bulletin 24/69
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Woollen Thread. March 3. E.S.B. 4122/69/J.
TETE MUNICIPALITY:
Extension of Electrical Network. March 15. E.S.B 4765/69/J.
*23s. **Electrical Supplies,** March 5. E.S.B. 4123/69/J.

NEW ZEALAND

Bulletin 27/69
AUCKLAND REGIONAL AUTHORITY:
*6s. **Valves.** March 19. E.S.B. 4995/69/J.

PAKISTAN

Bulletin 28/69
DACCA WATER SUPPLY AND SEWERAGE AUTHORITY:
Pumping and Electrical Equipment. April 1. E.S.B 5402/69/J.
PAKISTAN EASTERN RAILWAY:
*Vacuum Cylinders. March 6. E.S.B. 5423/69/J.
*11s. **Locomotive Piston Rods.** March 6. E.S.B. 5425/69/J.
11s. **Buffer Springs.** March 11. E.S.B. 5426/69/J.

(*Continued on next page*)

PHILIPPINES

Bulletin 26/69
NATIONAL POWER CORPORATION:
*160s. **Switchgear and Accessories.** March 12. E.S.B. 5428/69/J.

SAUDI ARABIA

Bulletin 26/69
MINISTRY OF INFORMATION:
Measuring Equipment. March 11. E.S.B. 4937/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 27/69
CENTRAL SUPPLIES OFFICE:
Metalwork, Machinery, Moulding and Casting Equipment. March 6. E.S.B. 4991/69/J.
Electrical Equipment. March 6. E.S.B. 4992/69/J.
TENDER BOARD:
*5s. **Hospital Equipment.** March 4. E.S.B. 4945/69/J.

SOUTH AFRICA

Bulletin 24/69
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION LTD.:
*Steel Processing Plant. May 20. E.S.B. 4137/69/J.

Bulletin 26/69
CAPE PROVINCIAL TENDER BOARD:
*5s. **Laboratory Equipment.** March 7. E.S.B. 4940/69/J.
*5s. **Lathes and Saws.** February 28. E.S.B. 4941/69/J.
*2s. **Cutting and Marking Knives.** March 4. E.S.B 4942/69/J.
*3s. **Compasses; Slide Rules; Set Squares.** March 7. E.S.B. 4943/6961.
*18s. **Laundry Equipment.** February 28. E.S.B. 4944/69/J.

SPAIN

Bulletin 26/69
MINISTERIO DE OBRAS PUBLICAS:
Diesel Shunters. April 22. E.S.B. 4569/69/J.

SUDAN

Bulletin 28/69
SUDAN RAILWAYS:
*Steel Weighbridge. March 12. E.S.B. 5443/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 23/69
PUBLIC OIL ADMINISTRATION:
Motor Segments. March 11. E.S.B. 4187/69/J.

Bulletin 27/69
MINISTRY OF PETROLEUM, ELECTRICITY AND EXECUTING INDUSTRIAL PROJECTS:
*30s. **Construction of Electrodes Plant.** April 12 April 26. E.S.B. 6158/69/J.

TAIWAN

Bulletin 23/69
CENTRAL TRUST OF CHINA:
*54s. **Telephone Equipment.** March 20. E.S.B. 4140/69/J.
*3s. **Forklift Trucks.** March 24. E.S.B. 4711/69/J.
*1s. **Steel Bar.** February 27. E.S.B. 4716/69/J.
*3s. **Fork-lift Loader.** March 24. E.S.B. 4717/69/J.

Bulletin 24/69
*2s. **Monoethanolamine.** March 4. E.S.B. 4712/69/J.
*2s. **Rubber Fender.** March 3. E.S.B. 4715/69/J.
*10s. **Transfer.** March 24. E.S.B. 4714/69/J.
*8s. **Telephone Equipment.** February 28. E.S.B. 4718/69/J.
*3s. **Abrasives Resins.** March 25. E.S.B. 4721/69/J.
*3s. **Flow Meters.** March 24. E.S.B. 4719/69/J.
*8s. **Drum Making Machinery.** March 25. E.S.B. 4722/69/J.
*2s. **Metals.** February 27. E.S.B. 4723/69/J.
*3s. **Arc Welder.** February 27. E.S.B. 4724/69/J.
*9s. **Tools.** February 28. E.S.B. 4127/69/J.

Bulletin 28/69
3s. **Liquid Measures.** March 28. E.S.B. 5442/69/J.
*11s. **X-Ray Equipment.** March 25. E.S.B. 5478/69/J.
*3s. **Tank Gauges.** March 7. E.S.B. 5479/69/J.
*5s. **Telephone Terminal Equipment.** March 26. E.S.B. 5483/69/J.
*3s. **Automatic Tank Gauges.** March 7. E.S.B. 5480/69/J.
*1s. **Message Register; Rectifier.** March 26. E.S.B. 5482/69/J.

THAILAND

Bulletin 25/69
STATE RAILWAY OF THAILAND (YODSE):
Calculator. February 27. E.S.B. 4787/69/J.
Galvanized Pipes. March 5. E.S.B. 4564/69/J.

Bulletin 26/69
Steel Bars, February 27. E.S.B. 4563/69/J.
Aluminium Foil. February 26. E.S.B. 4567/69/J.
Indureloeum Powder; White Crystal. March 5. E.S.B. 4568/69/J.
*2s. **Centrifugal Water Pump,** February 26. E.S.B. 4572/69/J.
Chucks. February 26. E.S.B. 4565/69/J.
Copper Foil. March 13. E.S.B. 4566/69/J.
THAILAND TOBACCO MONOPOLY:
Diacetin. February 26. E.S.B. 4554/69/J.
Triacetin. February 27. E.S.B. 4555/69/J.
Licorice. March 5. E.S.B. 4556/69/J.
Cocoa Powder. March 6. E.S.B. 4557/69/J.
Cellulose Film. March 7. E.S.B. 4558/69/J.

TURKEY

Bulletin 28/69
DENIZCILIK BANASI TAO:
*3s. **Ships' Siren.** March 3. E.S.B. 5433/69/J.
*4s. **Pumps, Motor Driven.** March 4. E.S.B. 5434/69/J.
*3s. **Tractors.** March 4. E.S.B. 5437/69/J.
*3s. **Lignum Vitae Logs.** March 3. E.S.B. 5438/69/J.
TURKIYE DEMIR VE CELIK ISLETMELERI:
*5s. **Laboratory Equipment.** March 1. E.S.B. 5429/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 24/69
PETROLEUM PIPELINE CO.:
Pipeline Project. March 15. E.S.B. 4184/69/J.

UNITED STATES OF AMERICA

Bulletin 27/69
BUREAU OF RECLAMATION:
*1s. **Autotransformers.** March 13. E.S.B. 4993/69/J.

URUGUAY

Bulletin 24/69
STATE ELECTRICITY AND TELEPHONE BOARD:
*37s. **Cables and Accessories.** Closing date further postponed to March 5. E.S.B. 38689/68/J.

Bulletin 25/69
MINISTRY OF PUBLIC HEALTH:
Glass Vials. March 4. E.S.B. 4537/69/J.
Insecticide. March 4. E.S.B. 4538/69/J.
Oxymetry Apparatus. March 4. E.S.B. 4539/69/J.
Heating Materials. March 11. E.S.B. 4540/69/J.
Pharmaceuticals. March 11. E.S.B. 4541/69/J.
Medicinal Chemicals. March 11. E.S.B. 4542/69/J.
STATE ELECTRICITY AND TELEPHONES BOARD:
Radio Valves. Closing dates: 1st Call March 11; 2nd call March 18. E.S.B. 4543/69/J.
Conductor Sheathing Machine. Closing dates: 1st call March 13; 2nd call March 19. E.S.B. 4544/69/J.
Machine Tools. Closing dates: 1st call March 14; 2nd call March 20. E.S.B. 4545/69/J.
Fire Hose. Closing dates: 1st call March 21; 2nd call March 27. E.S.B. 4546/69/J.

VIETNAM

Bulletin 26/69
CENTRAL PROCUREMENT AND SUPPLY AUTHORITY:
*4s. **Megaphones.** February 27. E.S.B. 4574/69/J.
*5s. **Reproduction Materials.** February 27. E.S.B. 4576/69/J.
*5s. **Steel.** February 28. E.S.B. 4578/69/J.
*5s. **Wheel Chairs,** February 28. E.S.B. 4577/69/J.
*6s. **Studio and Photographic Equipment.** February 27. E.S.B. 4575/69/J.

Bulletin 27/69
INDUSTRIAL DEVELOPMENT CENTRE:
*13s. **Nylon Rope Plant Equipment.** February 28. E.S.B. 4931/69/J.
*17s. **Galvanizing and Pickling Equipment,** March 15. E.S.B. 4932/69/J.
*14s. **Generating Sets.** February 28. E.S.B. 4933/69/J.
*12s. **Synthetic Textile Plant Equipment.** February 28. E.S.B. 4934/69/J.
*20s. **Dry Battery Plant and Equipment.** February 28. E.S.B. 4935/69/J.
*11s. **Injection Moulding Machines.** February 28. E.S.B. 4936/69/J.

YUGOSLAVIA

Bulletin 25/69
CESTNO PODJETJE V KOPRU:
*1s. **Asphalt Plant.** March 18. E.S.B. 4728/69/J.
TABRIKA GUMENIH PROIZVODA REKORD:
*1s. **Hydraulic Press.** March 18. E.S.B. 4732/69/J.
INDUSTRIJSKO PREHTAMBENI KOMBINAT:
*1s. **Bottling Machinery.** March 18. E.S.B. 4733/69/J.
KOMBINAT ALUMINIJUMA:
*1s. **Aluminium Conductors and Alumina Processing Machinery.** March 18. E.S.B. 4739/69/J.
TOVARNA VERIG:
*1s. **Wire Chain Making Machine.** March 18. E.S.B. 4727/69/J.
MASINO-IMPEX:
*1s. **Textile Machinery.** March 18. E.S.B. 4726/69/J.
*2s. **Cable Covering Machines.** March 18. E.S.B. 4731/69/J.

Bulletin 26/69
KOMGRAP:
Electronic Data Processing Systems (Computers). March 18. E.S.B. 4730/69/J.
INSTITUT TOMOS, KOPER:
*1s. March 18. E.S.B. 4725/69/J.

Bulletin 28/69
RAILWAY TRANSPORT ENTERPRISE:
*6s. **Railway Rails, Points and Track Equipment.** March 29. E.S.B. 5447/69/J.

ZAMBIA

Bulletin 24/69
CENTRAL SUPPLY AND TENDER BOARD:
*10s. **Pharmaceuticals.** March 7. E.S.B. 4782/69/J.
*10s. **Pharmaceuticals.** March 7. E.S.B. 4783/69/J.
*8s. **Needles, Suture.** March 7. E.S.B. 4784/69/J.
*4s. **Milk Powder and Protein.** Match 7. E.S.B. 4785/69/J.
*12s. **Hospital Supplies.** March 7. E.S.B. 4786/69/J.
GRAIN MARKETING BOARD:
*12s. **Fertilizer, Insecticides, Pesticides and Herbicides.** February 28. E.S.B. 4781/69/J.

Opportunities for exporters —agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back* BOTHILLGATE LDN; *Telegram:* EXSERBRA.

AUSTRALIA

Bulletin 23/69
Inquiry for printing services. E.S.B. 3478/69/J.

Bulletin 24/69
Inquiry for machine tool attachments and conversion kits; pneumatic equipment; tooling systems. E.S.B. 5033/69/J.

Bulletin 26/69.
Inquiry for tubing – further information. E.S.B. 45508/68/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 26/69
Inquiry for polystyrene resin. E.S.B. S/8/69/J.
2s. Inquiry for breaker and spare parts. E.S.B. M/5/69/J.

Bulletin 27/69
Inquiry for telemetry equipment. E.S.B. S/7/69/J.
2s. Inquiry for styrene butadiene copolymer. E.S.B. M/4/69/J.

AUSTRIA

Bulletin 23/69
Inquiry for rubber hose; water sporting articles. E.S.B. 5152/69/J.
Inquiry for lathe. E.S.B. 5087/69/J.

Bulletin 24/69
Inquiry for gift articles. E.S.B. 5066/69/J.
Inquiry for polyamid rings. E.S.B. 47241/68/J.

Bulletin 27/69
Inquiry for pvc covered fabrics. E.S.B. 5244/69/J.

(*Continued on page* 469)

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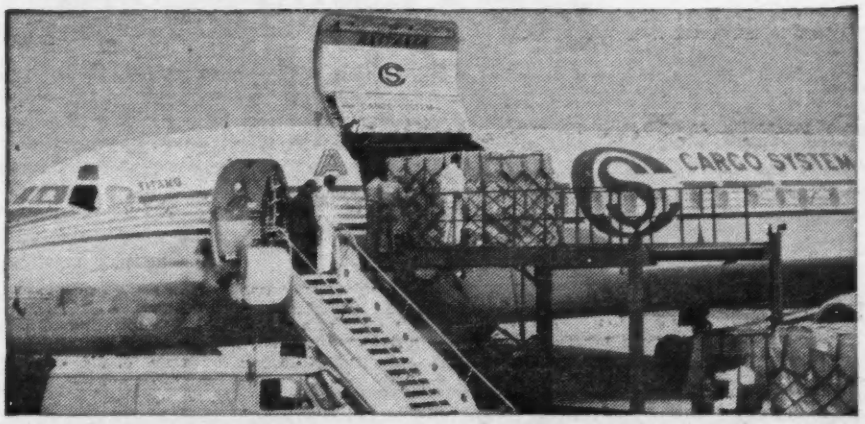

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BRAZIL

Bulletin 27/69
Inquiry for electrical tools; electric motor accessories; hand tools; machinery. E.S.B. 5030/69/J.

CANADA

Bulletin 23/69
Agency inquiry for plastic bobbin spools. E.S.B. 4889/69/J.
Inquiry for confectionery. E.S.B. 22477/68/J.

Bulletin 24/69
Agency inquiry for mohair fabrics. E.S.B. 41514/68/J.
Inquiry for industrial chemicals; paraffin waxes. E.S.B. 4481/69/J.
Inquiry for locks; steel box hardware. E.S.B. 4815/69/J.

Bulletin 25/69
Inquiry for sausage processing equipment. E.S.B. 5207/69/J.
Agency inquiry for men's slacks. E.S.B. 3674/69/J.

Bulletin 26/69
Inquiry for scientific and testing laboratory equipment. E.S.B. 4681/69/J.

Bulletin 27/69
20s. Inquiry for ball joints. E.S.B. 5608/69/J.

Bulletin 28/69
Agency inquiry for fire fighting equipment; pipes; pipe fittings; valves. E.S.B. 4445/69/J.
Certification requirements for motor cycle helmets. E.S.B. 5644/69/J.

CANARY ISLANDS

Bulletin 24/69
Inquiry for cabinets; fluorescent lighting; kitchen hoods; pumps; water distillation plant. E.S.B. 4222/69/J.

COSTA RICA

Bulletin 25/69
Agency inquiry for staple making machinery. E.S.B. 23741/68/J.

DENMARK

Bulletin 25/69
Agency inquiry for rugs. E.S.B. 5160/69/J.

Bulletin 26/69
Inquiry for china, glass and giftware; cutlery; electric and hand tools; garden furniture; hardware; horticultural and agricultural articles; household articles; sports and camping equipment. E.S.B. 5598/69/J.

DOMINICAN REPUBLIC

Bulletin 27/69
Inquiry for steel grinding balls. E.S.B. 6146/69/J.

ETHIOPIA

Bulletin 24/69
Inquiry for vacuum flasks. E.S.B. 4696/69/J.

FIJI

Bulletin 23/69
Agency inquiry for rug wool; sinned herrings. E.S.B. 4692/69/J.

FINLAND

Bulletin 24/69
Agency inquiry for stockings; woollen fabrics. E.S.B. 32772/68/J.

Bulletin 25/69
Agency inquiry for dress fabrics. E.S.B. 4219/69/J.

Bulletin 26/69
Agency inquiry for velvet piece-goods. E.S.B. 5287/69/J.

FRANCE

Bulletin 23/69
*6s. Inquiry for valves. E.S.B. 5095/69/J.
Inquiry for lashing systems. E.S.B. 4271/69/J.

Bulletin 25/69
Agency inquiry for boys' and girls' clothing and knitwear. E.S.B. 2644/69/J.
Agency inquiry for scientific instruments. E.S.B. 43335/68/J.
Agency inquiry for pvc roof drainage projects. E.S.B. 48360/68/J.
*20s. Inquiry for flatware and cutlery table giftware. E.S.B. 5631/69/J.

Bulletin 26/69
Agency inquiry for flower bulbs horticultural machinery tools and sundries. E.S.B. 5330/69/J.
Agency inquiry for brushes; floor coverings; household chemicals and cleaning articles. E.S.B. 46610/68/J.

Bulletin 27/69
Inquiry for clothing. E.S.B. 5208/69/J.
4s. Inquiry for spring forks manufacturing machinery. E.S.B. 41552/68/J.

FRANCE/ISRAEL

Bulletin 25/69
Trade and financial arrangements. E.S.B. 1209/G/J.

FRANCE/SPAIN

Bulletin 25/69
Trade and financial arrangements. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 23/69
Inquiry for yarns. E.S.B. 1487/69/J.
Agency inquiry for knitwear. E.S.B. 45736/68/J.

Bulletin 24/69
Agency inquiry for asbestos products. E.S.B. 4291/69/J.
*Bottle opener and re-sealer. E.S.B. 46403/68/J.

Bulletin 25/69
Agency inquiry for domestic pottery. E.S.B. 4240/69/J.
Inquiry for beachwear; cosmetics; women's leisure clothing. E.S.B. 4303/69/J.
Inquiry for ball bearings. E.S.B. 5265/69/J.
Inquiry for toilet articles. E.S.B. 5133/69/J.

Bulletin 26/69
Agency inquiry for toys and games; souvenirs. E.S.B. 5092/69/J.
Inquiry for flame scarfing machines. E.S.B. 5636/69/J.

Bulletin 27/69
Agency inquiry for chemical products; sand-casting, chill-casting and die-casting machinery. E.S.B. 5137/69/J.
Market report on welding and oxy-acetylene cutting equipment. E.S.B. 5607/69/J.

Bulletin 28/69
Inquiry for quotas for goods at fairs. C.R.E. 16229/G/J.

GHANA

Bulletin 27/69
1s. Inquiry for boots; denim dungaree material; leathercloth; nuts and bolts; steel files. E.S.B. 4245/69/J.

GUATEMALA

Bulletin 25/69
Agency inquiry for bicycles; bicycle spares and accessories. E.S.B. 4969/69/J.

HONG KONG

Bulletin 24/69
Agency inquiry for switches and switch accessories; switch fuses. E.S.B. 4695/69/J.

Bulletin 26/69
Agency inquiry for sanitary ware; kitchen equipment. E.S.B. 5130/69/J.

HUNGARY

Bulletin 26/69
Inquiry for asphalt plant. E.S.B. 5267/69/J.

IRAQ

Bulletin 25/69
Inquiry for packaging machinery; paper. E.S.B. 5371/69/J.
Inquiry for machinery and equipment for the production of rubber and plastic articles; babies feeding bottles. E.S.B. 5280/69/J.

Bulletin 26/69
Inquiry for chemicals; corn starch; edible gelatine. E.S.B. 5725/69/J.

Bulletin 27/69
Agency inquiry for air conditioners; cookers; outboard motors; pumps; trucks; tyres. E.S.B. 4625/69/J.

IRISH REPUBLIC

Bulletin 26/69
*Inquiry for wing nuts and screws. E.S.B. 5325/69/J.

Bulletin 27/69
Agency inquiry for bolts and nuts. E.S.B. 5726/69/J.

ISRAEL

Bulletin 24/69
Agency inquiry for cranes; fork lift trucks; towing tractors. E.S.B. 5100/69/J.

Bulletin 25/69
Agency inquiry for audio visual aids. E.S.B. 4633/69/J.

Bulletin 26/69
Agency inquiry for cables. E.S.B. 5205/69/J.

Bulletin 28/69
Inquiry for phosphatizing plant. E.S.B. 32180/68/J.
Agency inquiry for cocoa powder; fishmeal; food processing machinery; meatmeal; spices. E.S.B. 4225/69/J.
Agency inquiry for laboratory equipment. E.S.B. 5201/69/J.

A Sherpa 14 truck lifts a delicate piece of computer from its casing. The computer is part of BOAC's new £42 million computer system called Boadicea which masterminds nearly every aspect of the airline's operations. BOAC has purchased 22 of the trucks to help service selected computer 'stations' throughout North America and Europe which are networked into Boadicea's headquarters, Heathrow Airport. The Sherpa 14 trucks, latest addition to the Hestair Sherpa range of 100 different fork lift trucks, are used to lift delicate pieces of computer weighing up to 300 lbs. from their mountings and then return them after servicing.

ITALY

Bulletin 23/69
Agency inquiry for toys. E.S.B. 4280/69/J.
Inquiry for metal clamps. E.S.B. 46824/68/J.
Agency inquiry for giftware and novelties; handicraft articles; pvc adhesive tapes; ribbons; toys. E.S.B. 4446/69/J.

Bulletin 24/69
Agency inquiry for scientific and research equipment. E.S.B. 5008/69/J.
Agency inquiry for lace. E.S.B. 4468/69/J.
Agency inquiry for surgical instruments. E.S.B. 46054/68/J.

Bulletin 25/69
Agency inquiry for fancy furs; fancy stockings; women's outerwear. E.S.B. 4431/63/J.
Inquiry for insulating material; protective and anti-corrosion tapes; sealing products; waterproofing products. E.S.B. 3805/69/J.
Agency inquiry for electro medical apparatus and equipment; re-animation equipment; respirators; surgical rubber accessories. E.S.B. 972/69/J.
Manufacture under licence – car lifting equipment. E.S.B. 5135/69/J.
Agency inquiry for kilts; sheepskin clothing; ties. E.S.B. 3796/69/J.

Bulletin 26/69
Agency inquiry for glassfibre furniture frames. E.S.B. 4332/69/J.
Inquiry for port handling equipment. E.S.B. 598/69/J.

(*Continued on next page*)

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Inquiry for polyethylene. E.S.B. 6242/69/J.
Inquiry for diesel engines; electrical condensers; transistors. E.S.B. 6141/69/J.

Bulletin 28/69
Inquiry for fluidic accessories. E.S.B. 6167/69/J.
Inquiry for cereals; crystals; peppers; spices; tea. E.S.B. 6502/69/J.
Inquiry for valves. E.S.B. 6142/69/J.

JAMAICA

Bulletin 25/69
Agency inquiry for industrial safety clothing and equipment. E.S.B. 47579/68/J.

LIBYA

Bulletin 26/69
Inquiry for batteries; sparking plugs. E.S.B. 2806/68/J.

MALAYSIA

Bulletin 27/69
Inquiry for batteries; diesel and petrol engines; pipe fittings. E.S.B. 5262/69/J.

MALAWI

Bulletin 25/69
Inquiry for vegetable de-hydrating equipment. E.S.B. 48913/68/J.
Inquiry for disinfectants; furniture; handtools; hardware; insecticides; ironmongery; sanitaryware; tarpaulins; wood preservatives. E.S.B. 3651/69/J.

MAURITIUS

Bulletin 27/69
Inquiry for paper bags. E.S.B. 5733/69/J.

MEXICO

Bulletin 24/69
Inquiry for printing inks; following attachments. E.S.B. 5202/69/J.

Bulletin 26/69
Agency inquiry for engineering consultancy services. E.S.B. 5759/69/J.

Bulletin 27/69
Agency inquiry for steel structures. E.S.B. 4062/69/J.

MUSCAT AND OMAN

Bulletin 25/69
Inquiry for constructional services. E.S.B. 4457/69/J.
Inquiry for baby foods; cereals. E.S.B. 4387/69/J.

NETHERLANDS

Bulletin 24/69
Agency inquiry for air and water purifiers; air filters and cleaners; gas detection equipment; intercom equipment; nautical communications equipment; oxygen breathing apparatus. E.S.B. 3877/69/J.

NEW ZEALAND

Bulletin 26/69
Agency inquiry for fire-fighting equipment; recording paper; rescue and safety equipment. E.S.B. 3854/69/J.
Inquiry for stapling wire. E.S.B. 5367/69/J.

Bulletin 27/69
Inquiry for flowmeters; valves; water alarms. E.S.B. 38919/68/J.

NIGERIA

Bulletin 25/69
Agency inquiry for women's underwear. E.S.B. 12129/68/J.

NORWAY

Bulletin 26/69
Inquiry for reproduction furniture. E.S.B. 5671/69/J.

PORTUGAL

Bulletin 26/69
Inquiry for glassware. E.S.B. 5673/69/J.

Bulletin 27/69
Inquiry for clutches; couplings; hoses; motors; pressure and flow controllers; pumps; valves. E.S.B. 35506/68/J.
Agency inquiry for glues and adhesives; hand tools; metals; novelties and gift items. E.S.B. 48566/68/J.

PUERTO RICO

Bulletin 25/69
Inquiry for wire mesh. E.S.B. 43140/68/J.

SAUDI ARABIA

Bulletin 23/69
Inquiry for baggage trolleys; sieving plant. E.S.B. 42283/68/J.

Bulletin 27/69
Inquiry for electrical equipment. E.S.B. 5969/69/J

SINGAPORE, REPUBLIC OF

Bulletin 23/69
Agency inquiry for knives. E.S.B. 2420/69/J.

SOUTH AFRICA, REPUBLIC OF

Bulletin 25/69
Agency inquiry for petrol and lubricant dispensing equipment; petroleum meters; petroleum valves, couplings and fittings; service station and lubricating equipment. E.S.B. 43054/68/J.

Bulletin 26/69
Agency inquiry for automation, broadcasting and industrial control equipment. E.S.B. 5004/69/J.

SPAIN

Bulletin 26/69
Inquiry for decorative flooring, insulating and waterproofing materials. E.S.B. 5672/69/J.

SUDAN

Bulletin 24/69
Agency inquiry for benzonite; casings; drilling equipment; pipes; plastic sheets; pumps; steel sections; water treatment filter units. E.S.B. 41244/68/J.

SWEDEN

Bulletin 25/69
Agency inquiry for construction tools; plumbing and ventilation equipment. ES.B. 44590/68/J.

Bulletin 26/69
Agency inquiry for cotton and linen piece-goods. E.S.B. 5609/69/J.

Bulletin 27/69
Inquiry for brackets. E.S.B. 2276/69/J.

SWITZERLAND

Bulletin 23/69
Agency inquiry for presses. E.S.B. 4645/69/J.
Inquiry for planetary gear reduction motors. E.S.B. 4073/69/J.

Bulletin 24/69
Inquiry for belt and brace fittings. E.S.B. 5168/69/J.
Inquiry for building materials; do-it-yourself materials; household chemicals; materials for car and metal working industries; resins for plastic manufacture. E.S.B. 5166/69/J.
Agency inquiry for cutlery; electric household appliances; lampshades; pots and pans. E.S.B. 4842/69/J.
Inquiry for holdalls; shopping bags. E.S.B. 4867/69/J.

Bulletin 25/69
Inquiry for wheel and road washing equipment. E.S.B. 5261/69/J.

Bulletin 26/69
Inquiry for toilet soap. E.S.B. 5585/69/J.
Inquiry for yarn. E.S.B. 11061/68/J.

Bulletin 27/69
Agency inquiry for salted nuts. E.S.B. 5745/69/J.
Inquiry for sheets. E.S.B. 5911/69/J.

Bulletin 28/69
Inquiry for confectionery. E.S.B. 5689/69/J.

THAILAND

Bulletin 28/69
Agency inquiry for suitings. E.S.B. 32858/68/J.

TRINIDAD/TOBAGO

Bulletin 23/69
Inquiry for infants accessories; needlework materials; plastic goods; textile piece-goods. E.S.B. 5058/69/J.

Bulletin 24/69
Inquiry for wood dyes and stains. E.S.B. 5203/69/J.

Bulletin 26/69
Inquiry for steel wire. E.S.B. 5742/69/J.
Agency inquiry for educational film strips. E.S.B. 4622/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 23/69
Inquiry for burglar alarms and grooms. E.S.B. 5161/69/J.

UGANDA

Bulletin 24/69
Inquiry for fluorescent paint. E.S.B. 5250/69/J.
*Inquiry for transmission belting – further information. E.S.B. 575/68/J.

Bulletin 25/69
Inquiry for galvanizing plant. E.S.B. 5167/69/J.

UNITED STATES OF AMERICA

Bulletin 23/69
Store buyers visits. E.S.B. 4370/69/J.
Inquiry for pewter articles. E.S.B. 4463/69/J.

Bulletin 24/69
Inquiry for giftware; china and pottery items; souvenir and novelty items. E.S.B. 5126/69/J.

Bulletin 25/69
Inquiry for biscuits; confectionery. E.S.B. 5303/69/J.
Inquiry for biscuits. E.S.B. 5165/69/J.

Bulletin 26/69
Inquiry for pvc sheet. E.S.B. 5268/69/J.
Inquiry for harness snaps. E.S.B. 5070/69/J.
Inquiry for china and earthenware. E.S.B. 5961/69/J.
*Inquiry for steel sheets. E.S.B. 5316/69/J.

URUGUAY

Bulletin 25/69
Inquiry for petrol engines; textile machinery. E.S.B. 4837/69/J.

VIETNAM

Bulletin 25/69
Inquiry for buses. E.S.B. 5178/69/J.

YUGOSLAVIA

Bulletin 23/69
Inquiry for asbestos spraying equipment; insulation materials. E.S.B. 48567/68/J.

ZAMBIA

Bulletin 24/69
Inquiry for piping and pipe fittings. E.S.B. 5592/69/J.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover block: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

BUSINESS OPPORTUNITY

A Director experienced in export marketing and promotion will be undertaking a detailed tour of the Greater Caribbean Area commencing early April, and covering all Commonwealth territories from Bermuda to Guyana, also Dutch and French islands. Willing to investigate market possibilities or undertake other commissions for British exporters.

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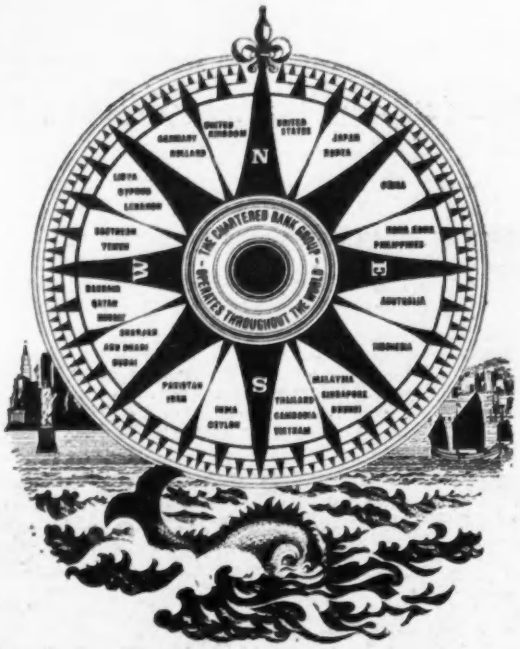

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the December 20 issue of the Board of Trade Journal. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 175 of the January 17 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Royal Doulton export campaign in Australia and Far East

A TWO-MONTH intensive export mission to Australia and the Far East is being undertaken by Mr. John G. Bellak, commercial director of Doulton Fine China Limited. Mr. Bellak will visit all major Australian towns and then Japan, Hong Kong, Singapore, Bangkok and Tehran. Before leaving, Mr. Bellak said: 'The main sales emphasis for this trip is on tableware services rather than ornamental lines – it is, in fact, a comprehensive tableware campaign which will include our economically priced 'English Translucent China', fine bone china, and in my role as a director of Minton's and of Dunn Bennettt, Minton fine bone china and Dunn Bennett hotel-ware.'

Visit to Brazil

Two senior sales executives from Enots Ltd., the Birmingham based fluid engineers, Mr. J. B. Mutlow, sales director and Mr. J. B. Dickenson, training manager, are visiting Brazil from March 1 to 20. A manufacturing and sales agreement with Fabrimar SA has recently been signed by the two companies and the visit provides an opportunity to launch the firm's products in Brazil and introduce Fabrimar as local agents and licensees. The company are also exhibiting at the British Industrial Exhibition in Sao Paulo from March 5-16.

It is proposed to spend some of the time familiarizing Fabrimar's staff with the company's products which include spool and poppet valves, single- and double-acting cylinders and a comprehensive range of accessories such as the pressure reducing valves, filters and lubricators which are an important part of every pneumatic installation.

positive inquiries and I feel it is essential to attend to these personally as soon as possible. The response has more than justified our costs in taking part in this exhibition.'

Mobile training units for North Africa and Europe

Two Massey-Ferguson Mobile Training Units are to make overseas tours in the coming months: one in North Africa and the other in Europe. The vehicles, which can be adapted as cinemas or classrooms, are fully equipped with training aids including sectional models, and they will demonstrate the operation and uses of modern agricultural machinery to farmers and other users in dozens of different centres.

The first, bound for North Africa, will carry out a two-week programme in Portugal before arriving in Morocco. There, the unit's two-man crew will visit towns and villages, demonstrating the correct techniques of using some of the latest types of machinery, in a six week tour starting at Oujda in the south. Afterwards, they will go on to carry out similar programmes for two weeks in Tunisia and for four weeks in Libya.

The second unit will include visits to Belgium, Holland, Denmark, Sweden, ending with a visit to Finland in May. Travelling over 20,000 miles between them, the crews of the two vehicles will work in close conjunction with the distributors of Massey-Ferguson (Export) Limited in each country.

The mobile demonstrator shown here will tour the Common Market and EFTA countries to introduce latest developments for the provision of ultra-pure water by Elga Products Ltd. The group's technical liaison officer will be accompanied by the appointed agents in the many countries of the tour.

Pipelaying experts for United States

MR. G. N. HAYES, managing director of Hudswell Yates Developments Ltd. of Leeds, and a fellow director, Mr. J. E. Yates, are taking part in the programming of an American civil engineering scheme in which water supply pipe will be laid using the Badger system of trenchless pipelaying. The system, developed by their company, will be employed to lay more than 72 miles of pvc pipe of varying diameters from two inches to eight inches as part of the $1,100,000 Bolivar water distribution scheme in Texas.

They will work with directors of the recently established Hood Badger division of the Californian-based Hood Corporation, which will be specializing in the installation throughout the United States of sewerage and other pipelines using the Badger system.

Mr. Yates and Mr. Hayes will be joined by Mr. P. Sturgeon, one of the company's technical engineers, and Mr. D. Jackson, an hydraulics engineer employed by the equipment manufacturers, Hudswell Clarke and Co. Ltd. of Leeds. Four equipment operators will also fly out to assist in the scheme.

Hudswell Yates Developments expect to export more than $4 million worth of Badger equipment to America during the next two to three years, all of it manufactured in Leeds.

Sales follow-up in Rumania

OVER 50 positive sales inquiries have been received by Matthew Wylie & Co. Ltd., of Glasgow, as a direct result of their participation in a recent exhibition in Rumania. The response has been so good that Mr. Matthew Wylie, the company's chairman, is making a follow-up sales trip to Bucharest in March.

The company, which specializes in the manufacture of multiple nailing machinery, demonstrated one of its machines at a 10-day British trades exhibition in Bucharest in consort with their agents for Eastern Europe, Dynacast International Ltd.

Mr. Wylie said: 'So far we have received 56

£40,000 contract results from Spanish visit

FOLLOWING several visits to Spain by Mr. John B. Leslie, overseas sales manager of Hugh Smith (Glasgow) Limited, and a visit to the United Kingdom by a Spanish representative to study the performance of four Hugh Smith machines in operation, a £40,000 contract to supply a 1,200 ton vertical plate bending press to CENSA (Construccion de Elementos Normalizados, SA) of Vigo, Spain, has been awarded to the company, a member of the GHP Group.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of December 20 issue.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Duties on manure spreaders

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (Agricultural Machinery) Order, 1969, under the Imposition of Duties Act, 1957, and the Finance Act, 1962, which, with effect from February 3, 1969, provides for the revival of the hitherto suspended duty under Tariff Heading 84.24(A)(5) in so far as it relates to manure spreaders and fertilizer distributors, equipped with beater bars or flails driven by the ground wheels or by the power take-off of the towing vehicle. The duty on other machines classified at 84.24(A)(5) remains suspended, and the reconstituted heading now reads as follows:

84.24 Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertilizer distributors): lawn and sports ground rollers:
(A) Machines for mounting at the rear of, or for haulage in operation by, a mechanically propelled vehicle:

	Full	Rates of Duty: Preferential	Special Preferential	United Kingdom	Northern Ireland
(5) Manure spreaders and fertilizer distributors other than those specified at subheading (A) (4) of this heading:					
(a) Machines for spreading manure or fertilizers, equipped with beater bars or flails driven by the ground wheels or by the power take-off of the towing vehicle	22·5%	22·5%	15%	10·5%	9%
(b) Other . . .	22·5%††	22·5%††	15%††	10·5%††	9%††

††The operation of this duty is at present suspended.

The Imposition of Duties (No. 178) (Agricultural Machinery) Order, 1969, which came into effect on February 3, 1969, provides for the reconstitution of Tariff Heading 87.14(K) to provide new sub-headings covering moving floor trailer type muck-spreaders of a kind hitherto falling in Tariff Heading 84.24(A)(5). The reclassification of such trailers is in accordance with a recent decision by the Customs Co-operation Council in Brussels classifying such articles in Tariff Heading 87.14. The heading now reads as follows:

87.14 Other vehicles (including trailers) not mechanically propelled, and parts thereof:
(K) Other:

	Full	Rates of Duty: Preferential	Special Preferential	United Kingdom	Northern Ireland
(1) Moving-floor trailers with a chopper/distributor attachment enabling them to operate, while unloading, as muck spreaders:					
(a) Equipped with beater bars or flails driven by the ground wheels or by the power take-off of the towing vehicle . . .	22·5%	22·5%	15%	10·5%	9%
(b) Other . . .	22·5%†	22·5%†	15%†	10·5%†	9%†
(2) Other	Free	Free	Free	Free	Free

†The operation of this duty is at present suspended.

It is understood that duty-free licences will be granted on application for imports from the United Kingdom of goods falling under tariff sub-headings 84.24(A)(5)(a) and 87.14(K)(1)(a).

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

FRANCE

Global quotas for solid fuel

THE FRENCH *Journal Officiel* of January 28 announced the opening for the year 1969 of quotas for the import of the following products remaining subject to quantitative restrictions when originating in and imported from all countries outside the Franc Zone.

The products, which are allotted quota number 200 to 206, are solid mineral fuels of tariff headings ex 27.01, ex 27.02 and ex 27.04.

Imports will be effected by l'Association Technique de l'Importation Charbonnière (A.T.I.C.), 149 rue de Longchamp, Paris, 16e, who are authorized to submit import licence applications to the Direction générale des douanes et droits indirects, division E, 8 rue de la Tour des Dames, Paris, 9e from the date of publication.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

SPAIN

Duty free import quota coking coal

IN THE *State Gazette* of January 31 the Spanish authorities published an Order establishing a duty-free import quota of 2,300,000 tons of coking coal (Tariff heading 27.01-A) until the end of this year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas 1969

THE SPANISH AUTHORITIES have invited applications against the following quota; applications should be presented from February 15 to March 15.

Quota No.	Goods	Value of licences for which applications are invited
57	Toys, games and articles for recreation	Pesetas 33,550,000

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

EUROPEAN COMMUNITIES

Rules of competition—Restrictive trading agreements and domination of markets

THE BOARD OF TRADE JOURNAL dated October 20, 1967, contained an announcement about an application to the Commission of the EEC for clearance of an agreement submitted to it by the limited liability company Comptoir français de l'azate (CFA).

The Commission's ruling on this case, **Decision No. 68/377/CEE** was published in the *Journal Officiel des Communautés Européennes* No. L276 dated November 14, 1968. The following is a translation of this Decision. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French language.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

DECISION OF THE COMMISSION of November 6, 1968 concerning procedure under article 85 of the treaty (IV/666-CFA) (only the French text is authoritative) (68/377/CEE)

THE COMMISSION OF THE EUROPEAN COMMUNITIES,

having regard to the treaty establishing the European Economic Community, and in particular article 85,

having regard to Council regulation No. 17 of February 6, 1962, and in particular articles 2, 5 and 7,

having regard to the request for negative clearance submitted on October 29, 1962 by Me J. Lassier, advocate at the Paris court of appeal duly instructed to this end, and confirmed on May 29, 1967, in which the limited liability company Comptoir français de l'azote (CFA), whose registered office is in Paris, requested the Commission to find, in accordance with article 2 of regulation No 17, that there are no grounds for it to intervene in pursuance of the provisions of article 85 paragraph 1 of the treaty in respect of the agreement under which the members of CFA entrust to it the joint marketing of all or part of their production of simple nitrogenous fertilizers,

having regard to the subsidiary notification made by CFA with a view to obtaining the benefit of the provisions of article 85 paragraph 3 of the treaty for the agreement if it should not prove possible to issue the negative clearance,

after hearing the undertakings concerned in accordance with article 19, paragraph 1 of regulation No. 17 and with articles 1, 2 and 3 of regulation No. 99/63/CEE,

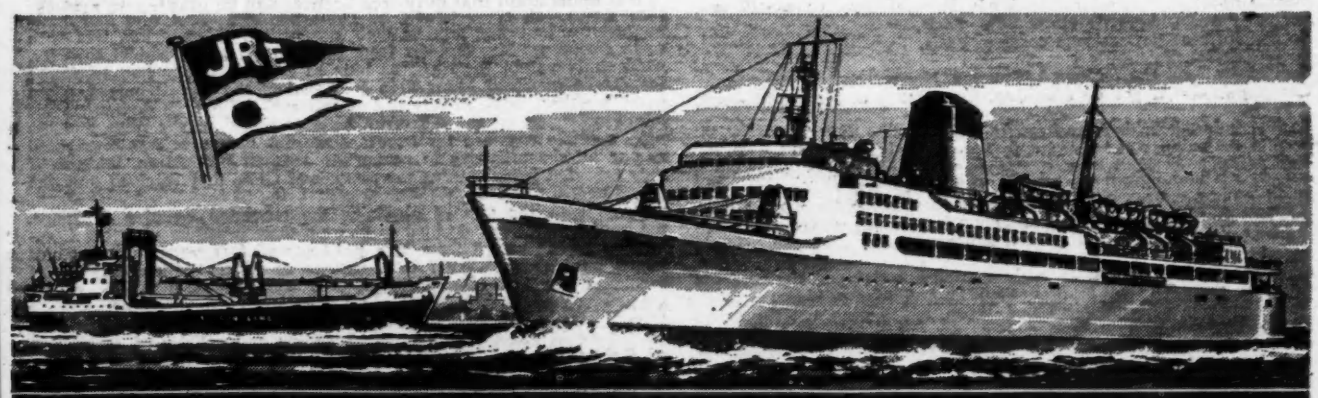
after publishing, in accordance with article 19 paragraph 3 of regulation No. 17, the substance of the application for negative clearance in the *Journal Officiel des Communautés Européennes* No. 239 of October 4, 1967, page 10,

having regard to the opinion of the Consultative Committee on restrictive trade agreements and domination of markets, obtained in accordance with article 10 of regulation No. 17 on March 12, 1968.

I

1. Whereas a limited liability company, shares in which may be held by any French manufacturers of nitrogenous fertilizers undertaking to entrust to it the sale of at least part of their production, was formed in Paris on June 20, 1958 under the name of 'Comptoir français de l'azote – a group of French manufacturers formed for the purpose of joint marketing of fertilizers and chemical products and in particular nitrogenous fertilizers', replacing the limited liability company 'Comptoir français de l'azote', which in its turn succeeded in 1923 the 'Comp-

(*Continued on next page*)



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EEC, *continued*

toir français de sulfate d'ammoniaque', set up in 1907;
whereas at present article 1 of the memorandum and articles of association of the company as amended by the extraordinary general meeting of members on July 27, 1967 declares that the object of the CFA is in particular 'the sale in France, the overseas territories or departments and abroad, with the exception of member states of the European Economic Community, of fertilizers and chemical products, in particular nitrogenous fertilizers, either on behalf of anyone – members or others – supplying it with bulk output, or for its own account after purchasing such bulk output in France, in the overseas territories or departments or abroad';
whereas, this being the object of the company, the members of CFA, being members of a group within the Trade association for the nitrogenous fertilizer industry (SPIEA), have entrusted the CFA by virtue of unwritten instructions with the joint marketing of all or part of their production of simple nitrogenous fertilizers;
whereas the mode of operation of this joint marketing agreement is not covered by any agreement in writing between the undertakings concerned, but is regulated by instructions laid down by the Board of Directors of CFA by virtue of the powers conferred on it by the articles of association and, should the occasion arise, according to resolutions passed by a general meeting of members.

2. Whereas the provisions of the agreement as at present in force are as follows:

The parties are CFA and the following 28 undertakings, all of which have their registered offices in France:

Charbonnages de France, Paris, and the five companies it represents:
Houillères du bassin du Nord et du Pas-de-Calais, Douai,
Houillères du bassin de Lorraine, Saint-Avold,
Houillères du bassin d'Aquitaine, Albi,
Houillères du bassin de la Loire, Saint-Etienne,
Société industrielle et financière des Lens (Finalens), Douvrin,
Société des produits chimiques d'Auby, Neuilly-sur-Seine,
Société chimique de la Grande-Paroisse, Paris,
Société générale d'engrais et produits chimiques Pierrefitte, Paris,
Potasse et engrais chimiques, Paris,
Société Ugine-Kuhlmann, Paris,
Société des usines chimiques Ugine-Kuhlmann, Paris,
Société des produits chimiques Courrières-Kuhlmann, Paris,
Société anonyme d'explosifs et de produits chimiques, Paris,
Office national industriel de l'azote (ONIA), Toulouse,
Société chimique d'engrais et de produits de synthèse (Azelacq), Paris,
Compagnie des produits chimiques de Roche-la-Molière, Paris,
Pechiney-Saint-Gobain, Levallois-Perret,
Union sidérurgique Lorraine (Sidelor), Paris,
Usinor, Paris,
Société Mosellane de sidérurgie, Paris,
Société metallurgique de Normandie, Paris,
Société lorraine de laminage continu, Paris,
Société de Wendel, Paris,
Société des fonderies de Pont-à-Mousson, Nancy,
Compagnie des forges de Châtillon, Commentry et Neuves-Maisons, Paris,
Société industrielle de Monchecourt, Paris,
Société des acieries et trefileries de Neuves-Maisons, Châtillon, Paris.

The products covered by the agreement are all simple nitrogenous fertilizers for agricultural use placed at the disposal of CFA, i.e., in particular the following products: ammonium sulphate (from coke oven plants and synthetic processes), ammonium nitrate, 'ammonitrates' (nitrochalk and the like), calcium nitrate, sodium nitrate, urea and calcium cyanamide.

CFA is responsible for sales, without exclusive rights of the products covered by the agreement in France and in countries outside the EEC, on behalf of the undertakings listed above, which represent the entire production of nitrogen in France. However, since July 1, 1962, as a result of the commitments entered into their name by the SPIEA with the limited liability company Nitrex of Zurich, the members are not authorized to sell directly and individually on the export markets specified in article 3 of the Nitrex agreement of October 12, 1962, but must make such sales exclusively through the agency of CFA. On the other hand, exports to member states of the EEC may only be made in an individual capacity by manufacturers and their resellers.

Every three years the members of CFA notify it of the quantities of nitrogen they intend to place at its disposal in the form of fertilizers during the next three agricultural years. In addition, every year, after drawing up their production programme for the next agricultural year, they determine within the SPIEA the quantities which they intend to entrust for sale to CFA or other commercial organizations. The initial programme for the agricultural year may be modified according to need, either by CFA in the light of market developments, or by the manufacturers in the light of factors affecting their factories, operations or export operations they may undertake on their own account.

Orders for delivery on the French market are distributed by CFA among its members in accordance with the level of supplies currently available in the factories, with any preference indicated by the purchaser for a particular factory, or failing this, with the shortest distance between a factory and the station of destination.

For the nitrogenous fertilizers at its disposal, CFA, which sells in France either to wholesalers or to agricultural distributors (retailers or co-operatives), applies uniform selling prices for every type of product, irrespective of the supplier. These prices, fixed for each month of the agricultural year, are 'free to all stations of destination'. CFA applies to French buyers uniform general conditions of sale which do not prohibit exportation.

Orders for export deliveries outside the EEC are distributed by CFA among its shareholders having regard to their available supplies and geographical position. For export markets (outside the EEC) covered by the Nitrex agreement, the prices to be charged by CFA are determined by the Nitrex Co. In other countries outside the EEC, selling prices are determined in each case by CFA after negotiations with the buyers, who are distributors and never end-users.

Payment for each of the nitrogenous fertilizers sold by CFA on the French home market is made to all the manufacturers at a single price at the end of the trading year. The same applies to each of the fertilizers sold for export. These single prices are calculated on the total receipts for the fertilizer concerned, after deduction of commercial costs and the operating expenses of CFA. There is no standardization between the prices obtained on the home market and those obtained for export.

3. Whereas the agreement, as enforced at the time when the request for negative clearance was submitted, gave rise to practices which the Commission considered to be likely to affect trade between member states of the EEC and to have the object and effect of restricting and distorting competition within the Common Market, in particular the following practices:

(a) The inclusion of all the EEC countries in the area in which the right of joint marketing granted to CFA was exercised which restricted the freedom of action of members in making collective or individual exports to the other member states of the EEC: it was CFA which decided whether fertilizer placed at its disposal for the purpose of joint marketing should be sold in France or exported, particularly within the Common Market, also determining the prices and terms of sale for export and selecting the buyers, while the members were debarred from taking individual decisions on these points; with regard to fertilizer not placed at the disposal of CFA, i.e., reserved for individual sale, in countries where the agency also had the right to sell on their behalf, and particularly in the member states of the EEC, the manufacturers were unable to pursue an export policy differing from that which they as shareholders had imposed on CFA: this export policy in the event consisted of refraining from exporting to the other member states of the EEC, in order not to compete with manufacturers and sales agencies in those countries, which had the effect of artificially compartmentalizing the sale of nitrogenous fertilizers on the European market;

(b) the standardization of prices between deliveries made by CFA on the French home markets and deliveries made by CFA for export, as a result of which members received a single price at the end of the trading year for each type of nitrogenous feritizer, the price being the same for deliveries in France and for export and corresponding to the average price obtained for sales on the home market: the difference between the nominal average price and the actual prices obtained for export was distributed among all members, even those who had made no exports, in proportion to their production; this practice was such as to discourage shareholders from exporting in an individual capacity, particularly within the EEC, as long as the prices they had to accept for export remained lower than French domestic prices: indeed, when exporting through CFA they in fact collected the French domestic price minus only part of the difference between this domestic price and the price actually obtained for export, since this difference was distributed among all the members in proportion to their production, whereas if they exported without using the services of CFA, they received only the actual export price, i.e., a lower price;

whereas with the aim of obtaining the requested negative clearance, the parties concerned decided to give up these practices after the Commission had informed them in a notification of grounds for complaint issued on March 15, 1967 in pursuance of article 19 paragraph 1 of regulation No. 17 that it considered them incompatible with article 85 of the treaty; whereas to this end, the members of CFA, at an extraodinary general meeting on July 27, 1967, amended the object of the company as defined in aricle 1 of the memorandum and articles of association of the company to the effect that from then on the company was precluded from selling in member countries of the EEC other than France, and adopted a special motion worded as follows:

'Since CFA will no longer be responsible for sales in countries of the European Economic Community other than France, individual exports by shareholders within the Common Market will not be taken into consideration in any way in standardizing prices. CFA's exports outside the EEC may not be subject in any way to standardization of prices tied to the results of sales on the French market. Calculations regarding the distribution of CFA's receipts must not under any circumstances take into account the production levels of the member companies';

II

4. Whereas, with regard to form, although the parties concerned did not use form A as specified in article 4 paragraph 1 of regulation No. 27 in submitting their request for negative clearance, nevertheless in using form B they provided at points I to IV all the information specified in form A, and they later confirmed this request, notably in a registered letter from CFA dated May 29, 1967, so that the request for negative clearance may be considered as submitted in proper form and admissible from the point of view of form under article 2 of regulation No. 17;

5. Whereas fundamentally the requested negative clearance can be issued in accordance with the provisions of article 2 of regulation No. 17 if the Commission finds in the light of the information available to it that there are no grounds for it to intervene in pursuance of the provisions of article 85 paragraph 1 of the treaty in respect of the agreement under which the members of CFA entrust to it the joint marketing of all or part of their production of simple nitrogenous fertilizers;
whereas article 85 paragraph 1 of the treaty stipulates that all agreements between undertakings, all decisions by associations of undertakings and all concerted practices which may affect trade between member states and the object or effect of which is to prevent, restrict or distort competition within the Common Market are prohibited as incompatible with the Common Market;
whereas the agreement under consideration as at present in force still contains several provisions which restrict competition within the Common Market, in particular the fact that members of CFA are debarred from individually determining the prices and terms of sale on the French market of their products placed at the disposal of CFA under the terms of the agreement;
whereas a negative clearance in pursuance of article 85 paragraph 1 may consequently only be issued if the agreement is not likely to affect trade between member states;
whereas in this respect it is necessary to consider whether the agreement is likely to affect freedom of trade between member states in a manner liable to be detrimental to the smooth working of the Common Market;
whereas in the case in point it is appropriate to consider whether the provisions of the agreement and the measures for its enforcement are likely to impede the freedom of the members or of third parties to import and export within the Common Market;

6. Whereas the agreement does not interfere with the freedom of members to import within the Common Market, since it is concerned solely with the organization of joint marketing on the French market and on markets outside the EEC of all or part of the products covered by the agreement manufactured by members of CFA, and does not restrain them, even indirectly, from buying these from other member states of the EEC;
whereas furthermore the agreement also does not directly interfere with the freedom of manufacturers to export within the Common Market, since on July 27, 1967 the general meeting of members of CFA amended the object of the company so as to restrain it from participating in exports from France to member states of the EEC;
whereas the fact that this amendment was made in consequence of the notification of grounds for complaint made by the Commission with respect to the earlier practice under which CFA had the right of sale in all the countries in the world reflects the determination of the members of CFA to limit their system of joint marketing in future to the French market and markets outside the EEC, so that exports within the Common Market may only be made in an individual capacity by the manufacturers and their resellers; whereas moreover no provisions have been noted in the agreement which are likely to have an indirect effect on the manufacturers' acknowledged freedom to export within the Common Market; whereas in particular:
(a) Although the agreement grants CFA the power to distribute orders among its members, each member is nonetheless free to determine for itself what proportion of its nitrogenous fertilizer it will place at the disposal of the agency for joint marketing and what proportion it will retain for individual sale in the member states of the EEC other than France, since it is under no obligation to place specific quantities at the disposal of the agency and it only has to give a general indication each year of the quantities it intends to make available for joint marketing, thus permitting CFA to draw up a provisional delivery programme;
(b) In consequence of the resolution passed by the general meeting of members on July 27, 1967, there is no longer any provision for standardization between the average prices for sales made by CFA on the home market and average export prices outside the Common Market, so that, at an equivalent price, the members no longer have a greater interest in exporting outside the EEC through the agency of CFA than in selling individually within the EEC in order to benefit finally from the higher average prices resulting from taking into consideration the prices obtained on the French market.
whereas the general terms of sale applied by CFA on the French market do not contain any clause preventing customers of CFA from exporting the products covered by the agreement to any one of the member states of the EEC or importing them into France; whereas furthermore, to the knowledge of the Commission the conduct of CFA has no influence, even indirect, on the freedom of its customers to import products covered by the agreement supplied by other manufacturers in the Common Market or to export such products to other EEC countries;

7. Whereas in its present form the agreement under consideration certainly still has appreciable restrictive effects on the position of distributors or consumers within the Common Market, particularly in the imposition by CFA on the French market of a single scale of monthly selling prices and of uniform terms of sale, providing in particular for delivery 'free to all stations of destination', the consequence of which is that French purchasers buying through CFA cannot induce price competition between French manufacturers nor take advantage where appropriate of their more favourable geographical position with respect to certain factories in order to reduce transport costs; whereas it is not however necessary to refuse to issue a negative clearance in consequence of these restrictions on competition, since in the light of the information available to the commission it does not appear that in present circumstances these restrictions, which concern the French home market, are likely to affect trade between member states;
whereas the substance of the request for negative clearance for the amended agreement was published in accordance with article 19 paragraph 3 of regulation No. 17 with a view to giving all interested parties the opportunity of submitting their comments, and no objection has been raised;
whereas the Commission can therefore find, further to the request made by the undertakings concerned, that there are no grounds on the basis of the information available to it for it to intervene in respect of the agreement in question in pursuance of the provisions of article 85 paragraph 1 of the treaty;

III

8. Whereas the conditions for the application of article 7 paragraph 1 of regulation No. 17 are fulfilled; whereas this agreement in fact already existed on the date of entry into force of regulation No. 17 (March 13, 1962), was notified on October 29, 1962, which was within the period laid down in article 5 paragraph 1 of regulation No. 17, does not fulfil the conditions for the application of article 85 paragraph 3, and has been amended by the undertakings concerned as explained above in such a way that it is no longer covered by the prohibition decreed by article 85 paragraph 1 of the treaty; whereas consequently with respect to versions of the agreement before it was amended, the prohibition decreed in article 85 paragraph 1 applies, in accordance with article 7 paragraph 1 of regulation No. 17, only for the period specified by the Commission;
whereas in this respect, it is appropriate in the case in point to take into account the fact that the interested parties not only notified the Commission within the period alowed them for replying to its notification of grounds for complaint on March 15, 1967 of their intention to amend the agreement in such a way as to remove the grounds for complaint, but they did in fact give up the practices complained of after a short delay, to wit on July 27, 1967; whereas these circumstances are sufficient to justify the non-application of the prohibition decreed in article 85 paragraph 1 for the period preceding July 27, 1967, the date of entry into force of the form of the agreement for which the negative clearance can be issued,

HAS TAKEN THIS DECISION:

Article 1

There are no grounds for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of article 85 paragraph 1 of the treaty establishing the European Economic Community in respect of the joint marketing agreement existing between the Comptoir français de l'azote and the French undertakings manufacturing simple nitrogenous fertilizers in the amended version which entered into force on July 27, 1967.

Article 2

The prohibition decreed in article 85 paragraph 1 shall not apply to previous versions of the agreement for the period between March 13, 1962 and July 27, 1967.

Article 3

This decision is addressed to the following undertakings:
1. Comptoir français de l'azote, Paris,
2. Charbonnages de France, Paris,
3. Houillères du bassin du Nord et du Pas-de-Calais, Douai,
4. Houillères du bassin de Lorraine, Saint-Avold,
5. Houillères du bassin d'Aquitaine, Albi,
6. Houillères du bassin de la Loire, Saint-Etienne,
7. Société Industrielle et financière de Lens, Douvrin,
8. Société des produits chimiques d'Auby, Neuilly-sur-Seine,
9. Société chimique de la Grande-Paroisse, Paris,
10. Société générale d'engrais et produits chimiques 'Pierrefitte', Paris,
11. Potasse et engrais chimiques, Paris,
12. Société Ugine-Kuhlmann, Paris,
13. Société des usines chimiques Ugine-Kuhlmann, Paris,
14. Société des produits chimiques Courrières-Kuhlmann, Paris,
15. Société anonyme d'explosifs et de produits chimiques, Paris,
16. Office national industriel de l'azote, Toulouse,
17. Société chimique d'engrais et de produits de synthèse 'Azolacq', Paris,
18. Compagnie des produits chimiques de Roche-la-Moliere, Paris,
19. Péchiney-Saint-Gobain, Levallois-Perret,
20. Union sidérurgique Lorraine 'Sidelor', Paris,
21. Usinor, Paris,
22. Société mosellane de sidérurgie, Paris,
23. Société métallurgique de Normandie, Paris,
24. Société lorraine de laminage continu, Paris,

(Continued on next page)

EEC, *continued*

25. Société de Wendel, Paris,
26. Société des fonderies de Pont-à-Mousson, Nancy,
27. Compagnie des forges de Châtillon, Commentry et Neuves-Maisons, Paris,
28. Société industrielle de Monchecourt, Paris,
29. Société des aciéries et tréfileries de Neuves-Maisons, Châtillon, Paris.

Common Agricultural Policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

OILS AND FATS

Regulation (CEE) No. 153/69 relates to the methods of application for fixing in advance the import levy for olive oil (*Journal Officiel* No. L22 dated January 29, 1969).

Regulation (CEE) No. 154/69 relates to the methods of application for refunds and levies for the export of olive oil (*Journal Officiel* No. L22 dated January 29, 1969).

Regulation (CEE) No. 155/69 modifies **Regulation No. 174/66/CEE** relating to import and export certificates in the olive oil sector (*Journal Officiel* No. L22 dated January 29, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 162/69 relates to the active processing trade for certain dairy products (*Journal Officiel* No. L23 dated January 30, 1969).

FRUIT AND VEGETABLES

The *Journal Officiel des Communautés Européennes* No. C9 dated January 27, 1969, contains the draft text of a proposed Regulation to modify **Regulation No. 158/66/CEE,** applying the standards of quality to fruit and vegetables marketed within the Community. The draft text, in French, of this proposed Regulation may be seen on application to the address given above. It should be noted that the Regulation, when finally approved, may differ from the draft text referred to above.

ISRAEL

Food regulations

THE ISRAELI Official Gazette *Kovetz Hatakanot*, No. 2331, of January 2, has published regulations concerning jams, marmalade and tea.

A copy of these regulations is held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420), to whom any inquiries should be addressed.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Liberalization of imports

THE FOLLOWING ITEMS have been added to the Israeli list of commodities for which import licences are issued without restrictions. These goods were liberalized with effect from December 29, 1968:

Tariff No.	Description of Goods	Import Duty	Purchase Tax
62.01-1000 94.04-2510	Electric blankets, quilts, cushions, pouffes and pillows	50% but not less than IL.10 each	Exempt
73.18-9990	Squared iron or steel pipes	20%	Varies from exempt to 15%
	Writing desk equipment:		
73.40-1020	Of iron or steel	65%	15%
74.19-3000	Of copper	65%	
76.16-2500	Of aluminium	65%	
83.03-9900	Cash boxes of base metal	50%	25%
84.48-1050	Non adjustable, conical or cylindrical adapters for rotary motion tools	30%	Exempt
85.02-4000	Electro-magnatic brakes for motor vehicles	50%	Exempt
85.13-1021	Intercom telephonic apparatus and appliances	50%	15%
85.13-1031	Door eyes	50%	15%
90.13-3090	pH meters	35%	Exempt
90.25-6000 90.28.5050			
	Balls made of leather:		
97.06-2021	Weighing each 200 grammes or more	45% but not less than IL.5·00 each	
97.06-2029	Others	45%	15%
97.06-2031	Assembled external covers	45% but not less than IL.5·00 each	
97.06-2039	Other parts	45%	
98.07	Hand operated date, scaling or numbering stamps and the like (including devices for printing or embossing labels; hand-operated composing sticks and hand printing sets incorporating such composing sticks	80%	15%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LAWN MOWERS FOR SPAIN

An order for £3,500 from Spain for Folbate lawn mowers, a product of the Qualcast Group, was secured within an hour of the opening of the 15th International Hardware Trades Fair at Olympia. The total production of the Follows and Bate factory in Manchester goes to export markets, as does much of the production of other factories within the Qualcast Group. Seen (left to right) finalizing the order are: Mr. Alan Muir, of Qualcast Export Sales; Mr. A. Turner, Mr. J. Laserna and Mr. O. Gonzales of El Corte Ingles SA, Madrid, who placed the order. Mr. Muir said after the contract had been signed: 'The significance of this order is that Spain has not been a major export market for British lawn mowers to date. However, we feel that their growing interest in lawns and lawn-care will enable us to develop a continuous line of business with Spain in the future.'

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How a large and expensive piece of cargo can be mislaid, misdirected or just plain missed.

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But we don't think being small is the answer to all our problems.

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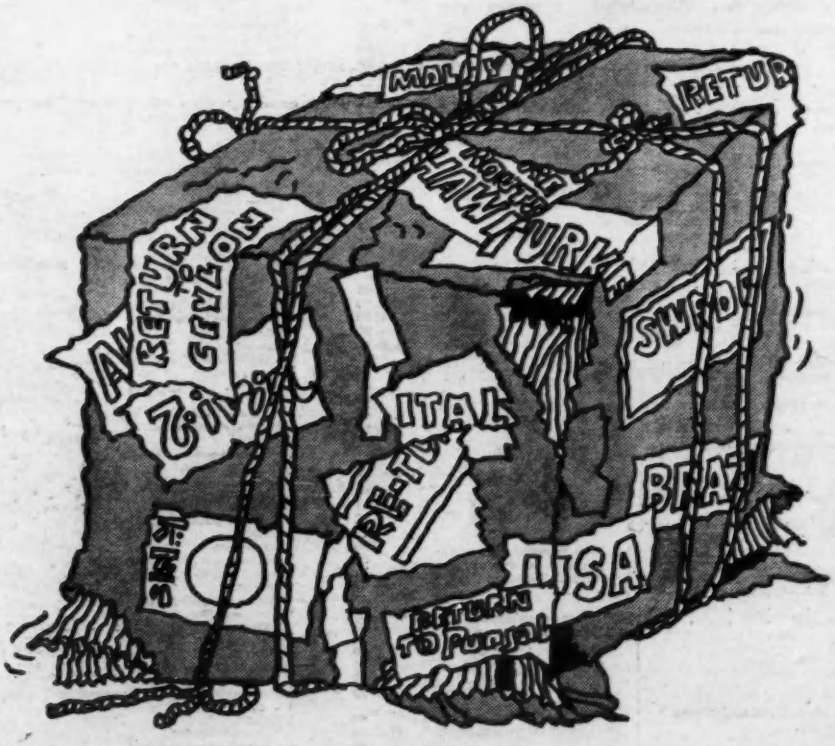

EL AL AIR CARGO, LONDON, 2A CONWAY STREET, W.1. 01-636 1142. MANCHESTER, 218 ROYAL EXCHANGE. 061-832 4208.

TURKEY

Global import quotas and liberalization lists

THE TURKISH twenty-second global quota list was published in last week's *Board of Trade Journal* (pages 388-398). The liberalization lists for the year 1969 are published below. Against import licence applications importers are required to lodge the following cash guarantees which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 90 per cent for goods included in List I. (20 per cent only for miscellaneous chemical fertilizers classified under Tariff numbers 31.02, 31.03 and 31.04 and for composite fertilizers classified under Tariff number 31.05, 1 per cent only for breeding livestock).

(b) 120 per cent for goods included in List II. (150 per cent for miscellaneous parts and components of motor vehicles classified under Tariff number 87.06).

Imports for liberalized items contained in both lists must be made on a letter of Credit payment basis. Import licences will be valid for six months.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

List No. 1. Liberalization List

Tariff Statis. No.	Description	Remarks
01.01.21	Stud horses	Subject to permission of Ministry of Agriculture.
22	Stud mares	
23	Stud colts (up to 24 months old)	
24	Stud donkeys	
01.02.22	Stud bulls	
29	Other bovines for breeding	
01.04.21	Sheep for breeding	
22	Goats for breeding	
01.05.20	Domestic fowl for breeding	
01.06.29	Other edible animals for breeding	
31	Bees for breeding	
39	Other inedible animals for breeding	
04.05.11	Eggs for hatching	
01.06.10	Guinea pigs, rabbits, white rats	Subject to permission of the Ministry of Health.
05.04.21	Dry calf-bladders for production of rennet.	
05.14.10	Cantharides.	
21	Bile.	
29	Others.	
06.01.10	Flower bulbs	Subject to permission of the Ministry of Agriculture.
90	Others	
06.02.11	Live trees and shoots	
12	Live flower grafting sticks and similar	
19	Others	
20	Others	
12.01.11	Peanut seeds, unshelled	
12	Peanut seeds, shelled	
23	Soya bean seeds	
25	Cotton seeds	
27	Sesame seeds	
33	Sunflower seeds	
35	Safflower seeds	
39	Other seeds	
12.03.21	All kinds of flower and tree seeds	
23	Other vegetable seeds	
27	Tobacco seeds	
29	Other fruits and seed grains	
12.03.10	Sugar beet seeds.	
12.06.10	Hops cones.	
20	Hops lupulin.	
12.07.90	Other pharmaceutical plants only (opium poppy heads, hellebore, sage and juniper seeds excluded)	Subject to permission of the Ministry of Health.
13.02	Balsams, gums and resins used in pharmacy only	
13.03.40 / 90	Hops extract, other vegetable saps and extracts (for pharmaceutical industry only)	
15.04.10	Cod-liver oil and other fish oils used in medicine.	
15.07.31	Chinese tallow only, of unvolatile inedible vegetable oils for industrial use.	
15.07.39	Aspidinol wax only.	
15.08.10	Inedible vegetable oils used in lubricant blending only (for petroleum companies)	Subject to permission of the Ministry of Power and Natural Resources.
15.10.20	Refinery product acid oils used in lubricant blending only (for petroleum companies)	
15.12.5	Hydrogenated liquid oils used in lubricant blending only (for petroleum companies)	
15.10.10	Vitamin F only	
15.11.10	Nitrogen glycerol only	Subject to permission of the Ministry of Industry.
15.16.00	Vegetable waxes.	
25.01.10	Pure sodium chloride.	
25.04.00	Natural graphite.	
25.06.10	Quartz.	
20	Quartzite.	
25.10	Natural calcium phosphates and others.	
25.26.00	Mica and mica waste.	
25.31.10	Feldspar.	
90	Others.	
25.32	Zirconium silicate and vermiculite only.	
26.01.82	Zirconium ore (for ceramic industries).	
27.07	Oils of high temperature distillation of coal	Subject to permission of the Ministry of Agriculture for manufacture of agricultural pesticides and of the Ministry of Industry for other industrial needs.
27.09	Crude oil only	Subject to permission of Petroleum Administration.
27.10	Jet fuel, aviation gasoline and SBP	Subject to permission of the Ministry of Power and Natural Resources.
27.10.50	Machine lubricants (grease excluded).	
27.10.50	Mineral oils used in the manufacture of agricultural pesticides only	Subject to permission of the Ministry of Agriculture.
27.10.50	Grease	Subject to permission of the Ministry of Industry.
27.10.50	Liquid paraffin only.	
27.13.10	Paraffin wax.	
20	Orokerite.	
30	Lignite wax.	
90	Others.	
28.02.10	Sublimed sulphur only (for exporters only, on the basis of requirement certificates issued by Exporters' Union. Subject to approval by the Ministry of Commerce.)	
28.03.10	Vegetable blacks.	
21	Carbon black.	
22	Acetylene black.	
23	Soot black.	
29	Others.	
28.05.21	Sodium.	
22	Potassium.	
23	Lithium.	
24	Caesium and rubidium.	
31	Calcium.	
32	Strontium.	
33	Barium.	
40	Rare earth metals.	
90	Others.	
28.06.10	Hydrochloric acid, of codex purity or purer.	
28.06.20	Chlorosulphonic or chlorosulphuric acid.	
28.08.20	Concentrated sulphuric acid	Subject to permission of the Ministry of Industry.
28.10.10	Phosphorus pentoxide.	
20	Phosphoric acids.	
28.11.10	Arsenic trioxide.	
20	Arsenic pentoxide.	
30	Arsenic acid.	
28.12.10	Boric anhydride (conforming with Turkish codices only).	
20	Boric acid (conforming with Turkish codices only).	
28.13.10	Hydrofluoric acid.	
20	Perchloric acid.	
40	Silicic anhydride (silicon dioxide).	
90	Others (excluding carbon dioxide and liquid carbon dioxide).	
28.14.10	Phosphorus compound.	
90	Others.	
28.15.10	Phosphorus sulphur.	
90	Others.	
28.18.11	Magnesium oxide.	
12	Magnesium peroxide.	
13	Magnesium hydroxide.	
21	Barium oxide.	
22	Barium hydroxide.	
23	Barium peroxide.	
31	Strontium oxide.	
32	Strontium hydroxide.	
33	Strontium peroxide.	
28.19.10	Zinc oxide.	
28.30.11	Copper chloride and oxychlorides.	
12	Mercury chlorides and oxychlorides.	
21	Calcium chloride.	
22	Zinc chloride.	
23	Manganese chloride.	
29	Others.	
41	Barium chloride and oxychlorides.	
42	Magnesium chloride.	
43	Antimony, ferric chlorides, ammonium ferrous chloride.	
49	Others.	
28.36.10	Sodium hydrosulphide.	
20	Sodium sulphosilicates.	
90	Others.	
28.39.10	Barium.	
21	Ammonium nitrite.	
22	Potassium.	
23	Calcium.	
24	Lead.	
30	Copper, magnesium, lithium.	
41	Basic bismuth nitrate.	
49	Others.	
51	Sodium nitrite.	
52	Sodium nitrate.	
61	Cobalt nitrate.	
69	Others.	
28.40.11	Sodium phosphates.	
12	Calcium phosphates.	
19	Others.	
20	Potassium.	
30	Ammonium phosphate.	
41	Iron phosphate.	
49	Others.	
28.42.15	Potassium carbonate.	
28.43.10	Pure mercury.	
21	Sodium complex cyanide.	
22	Sodium cyanide.	
29	Others.	
31	Potassium cyanide.	
32	Ammonium cyanide.	
39	Ammonium and potassium complex cyanides.	
40	Others.	
29.02.30	Trichlorethylene.	
40	Carbon tetrachloride.	
60	Perchloroethylene.	
70	Chloroform.	

Tariff Statis. No.	Description	Remarks
80	Chloro-fluoromethanes.	
90	Others (paradichlorobenzene).	
29.15.40	Phthalic anhydride.	
29.15.55	Only dimethyl terrephthalate (for polyester fibres manufacturing factories) .	Subject to permission of the Ministry of Industry.
29.16.10	Salicylates (amyl, benzyl, bornyl, butyl, ethyl, propyl, citronellyl, geranyl, rhodinyl).	
21	Potassium tartrate.	
22	Potassium bitartrate (cream of tartar).	
31	Magnesium citrate.	
32	Iron citrate.	
41	Citric acid.	
42	Tartaric acid.	
51	Acetylsalicylic acid.	
52	Sodium salts.	
53	Calcium gluconate.	
54	Calcium lactate.	
55	Gallic acid.	
59	Others.	
29.19.10	Calcium glycerophosphate.	
20	Iron glycerophosphate.	
30	Sodium glycerophosphate.	
40	Triphenyl phosphate.	
50	Trixylyl phosphate.	
60	Lactophosphate.	
90	Others.	
29.22.10	Diphenylamine.	
21	Aniline.	
22	Tetranitromonomethylaniline (tetryl).	
23	Other aniline derivatives.	
29	Others.	
29.25.10	Those used in manufacturing oral and antibiotic medicine. (Subject to permission of the Ministry of Health.)	
21	Urea (containing more than 45% nitrogen).	
22	Asparagine and salts.	
23	Ethyl urethan.	
24	Ureides.	
25	Acetanilide and salts and derivatives.	
26	Acetparaphenetidine (phenacetin).	
27	Para-phenetol urea (dukin).	
29	Others.	
29.26.10	Saccharin, succramin.	
20	Hexamethylenetetramine.	
30	Guanidines and salts.	
90	Others.	
29.31.10	Xanthates.	
21	Thioamides.	
22	Thiocarbamates.	
23	Mercaptans.	
29	Others.	
29.33.10	Ethylmercury.	
20	Phenylmercury.	
30	Phenylmercury acetate.	
90	Others.	
29.35.10	Isonicatinic acid.	
20	Skatole (synthetic civet) indole.	
30	Furfurol.	
41	Cridine.	
42	Quinoline and its derivatives.	
43	Acridine and its derivatives.	
44	Dimethyl-phenylpyrazolone (phenazone, analgesine).	
45	Dimethyla m i n o p h e n y l p y r a z o l o n e (amidopirin, dimethylaminoanalgesine).	
46	Diethylenediamine (piperazine) and derivatives and salts.	
47	Triaminotriazine (melamine).	
48	Mercaptobenzothiazole.	
51	Nucleic acids and salts.	
52	Benzothiazolyl disulphide.	
53	Butazolydine (4-butyl-1, 2-diphenyl-3, 5 dioxyphenyl pyrozolydine).	
59	Others.	
29.36.00	Sulphamides.	
29.37.10	Coumarin.	
20	Santonin.	
31	Phenolphthalein.	
32	Isatin.	
39	Others.	
29.38.10	Group 'A' vitamins.	
21	Vitamin 'B12'.	
29	Other group 'B' vitamins.	
30	Vitamin 'C'.	
40	Group 'D' vitamins.	
50	Group 'K' vitamins.	
60	Group 'PP' vitamins.	
70	Provitamins.	
90	Others.	
29.39.10	Insulin.	
21	Adrenaline.	
22	Hypophysis hormones.	
23	Thyroid hormones.	
24	Cortico-surrenal hormones and their derivatives chiefly used as hormones.	
25	Ovary hormones and their oestrogenic and progestative derivatives chiefly used as hormones.	
26	Testis hormones and their androgenic derivatives chiefly used as hormones.	
29	Others.	
29.40.21	Pepsin.	
22	Malt enzymes.	
23	Thrombin.	
29	Others.	
29.41.10	Saponin.	
21	Digitalis.	
22	Digitoxin.	
23	Strophanthins.	
29	Others.	
29.42.10	Quinine and its salts (for Red Crescent Association).	
21	Cocaine (for Soil Products Office).	
34	Codeine and derivatives (for Soil Products Office).	
39	Ethylmorphinehydrochlorate only (for Soil Products Office).	
29.42.22	Sparteine	Subject to permission of the Ministry of Health.
23	Atropine	
24	Homotropine	
25	Pilocarpine	
26	Eserine (physostigmine)	
27	Emetine	
28	Cafeine	
31	Theobromine	
32	Scopoline, scopolamine	
35	Papaverine	
36	Strychnine	
37	Reserpine	
39	Others (ethylmorphinehydrochlorate (excluded) (for Soil Products Office)	
29.43.10	Glucose	
20	Lactose	
30	Galactose	
40	Maltose	
50	Laevulose	
90	Others	
29.44.11	Penicillin, its derivatives and salts	Subject to permission of the Ministry of Health.
12	Streptomycin derivatives and salts	
13	Tetracyclin derivatives and salts	
14	Chloromycetin (chloramphenicol) derivatives and salts	
15	Tyrothricin derivatives and salts	
16	Bacitracin derivatives and salts	
17	Erythromycin derivatives and salts	
18	Neomycin and salts	
21	Polymycin and salts	
22	Canamycin and salts	
23	Viomycin and salts	
24	Cyclocyrin and salts	
25	Kolymycin and salts	
26	Grose phulvin and salts	
29	Others	
29.45.00	Other organic compounds	
30.01	Dried organic-therapeutic glands and other organs and their extracts used for medical treatment	
30.02.10	Ferments	Subject to permission of the Ministry of Health.
21	Polio vaccine	
22	Yellow jaundice vaccine	
23	Smallpox vaccine	
24	Mumps vaccine	
29	Other bacterial and virutic vaccines	
31	Snake-bite serum	
32	Agglutinan serums	
33	Gamma-globulin	
39	Others	
30.03.39	Oral antidiabetics only	
30.03	Chlorohydroxyquinoleine, only	
30.03.32	Insuline.	
30.03.42	Narcotic medical preparations only (for Soil Products Office).	
30.05.20	Dental cement and fillings.	
90	Others (first aid kits, bags sets excluded).	
31.02.10	Sodium nitrate (nitrogen content less than or equal to 16%).	Subject to permission of the Ministry of Agriculture.
20	Ammonium nitrate (pure or not)	
40	Ammonium sulphate (pure or not)	
50	Calcium nitrate (nitrogen content less than or equal to 16%).	
60	Urea (nitrogen content less than or equal to 45%)	
90	Others	
31.03.10	Dephosphorization dross	
20	Disagragated calcium phosphates (thermophosphates and melted phosphates) natural aluminium calcium phosphates thermally treated	
31	Simple super phosphate	
32	Double super phosphate	
33	Triple super phosphate	
90	Others	
31.04.10	Unwrought natural potassium salts (carnalit, cainit, silvinit, etc.)	
20	Potassium sulphate (those of less than or or equal to 52% K_2O)	
90	Others	
3.05.10, 90	Composite fertilizers only	
31.02.60	Urea (those of less than 45% nitrogen content).	
32.05.23	Pigments	Sulphurous dyes; acid dyes, direct and mordant dyes, 'chromodyestuffs' excluded. (Subject to permission of the Union of Chambers.)
24	Reactive dyestuffs	
25	Vat dies	
29	Others	
30	Luminophores, synthetic	
40	Optical whiting (bleaching agents) substantive to fibres	
32.09.31	Aluminium paste, bronze paste and bronze powder only.	
32.10.00	Dyestuffs (for exporters only, on the basis of requirement certificates issued by Exporters' Unions subject to approval of the Ministry of Commerce).	
32.13.11	Printing inks for rotary printing machines.	
19	Other printing ink.	
34.02, 38.19	Additives used in blending of machine lubricants only (for petroleum companies only)	Subject to permission of the Ministry of Power and Natural Resources.
34.02	Benzalconium chloride USP only	Subject to permission of the Ministry of Health.
35.02.90	Tannalbine and ferrous or arsenious compounds of albumine only.	
35.04.10	Globulin.	
20	Peptones.	
90	Others (leather powder excluded).	
37.01.10, 37.02.10	X-ray films (for Red Crescent Association).	
38.06.00	Lignosulphites.	

(Continued on next page)

TURKEY, *continued*

Tariff Statis. No.	Description	Remarks
38.09	Creosote oil, wood tar and juniper tar; pharmaceutical only	Subject to permission of the Ministry of Health.
38.11	Chlorazol only (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to approval of the Ministry of Commerce).	
38.11	Disinfectants, insecticides and similar preparations used in agriculture and stock-breeding only (excluding paradichlorobenzene and products including those packed for retail sale)	Subject to permission of the Ministry of Agriculture.
38.11	Disinfectants, insecticides, pesticides, rodenticides, and similar preparations used for hygienic purposes only (preparations packaged in aerosol bombs in the Country of Origin excluded) (excluding paradichlorobenzene and products including those packed for retail sale)	Subject to permission of the Ministry of Health.
38.14	Anti-knock additives and others used in mineral oil blending (for petroleum companies only)	Subject to permission of the Ministry of Power and Natural Resources.
38.16.00	Prepared culture media for cultivation of micro-organisms.	
38.17.00	Charges and preparations for fire extinguishers only.	
38.19	Chemical moist (preparations containing 85% polyethylene glycol and 15% sodium benzoate; used for protection of determination of baled cotton and retention of moisture)	Subject to permission of the Ministry of Agriculture.
38.19	Preparations used for processing raisins only (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to approval of the Ministry of Commerce)	
38.19	Chemical preparations and products only used as mortar for high alumina (over 70%) refractory bricks per 69.02 and those for magnesite or chromomagnesite refractories.	
38.19.29	Eldon cards only.	
	Dry test serum (sera).	
	Liquid test serums and calcium monoxinate.	
38.19.18	Anti-freeze only.	
38.19.22	Hydraulic fluid only.	
38.19.29	Pure ichtyol, ammonium sulphoichtyolate, ammonium sulphobituminate only	Subject to permission of the Ministry of Health.
38.19.23	Seger cones.	
38.19.29	Chemical preparations and products for petroleum production only	Subject to permission of the Ministry of Power and Natural Resources.
39.01.23	Polycaprolactam only.	
39.01.15	Silicon fluid SI and other silicons.	
39.01.29	Polyester granules only (for polyester cord manufacturers)	Subject to permission of the Ministry of Industry.
39.02	Polyvinyl prolydon only	Subject to permission of the Ministry of Health.
39.03.31	Cellulose foils and strips only (for Monopoly cigarette factories).	
39.03.31	Cellulose paper only (for exporters only, on the basis of requirements certificates issued by Exporters' Unions subject to approval of the Ministry of Commerce).	
39.03.11	Collodions (codex quality only).	
39.03.31	Cellulose paper only (up to 50 gr/m² substance) (for exporters only on the basis of requirement certificates issued by Exporters' Union subject to approval of the Ministry of Commerce).	
39.06 38.19	Alginic acid, its salts and esters and solutions, only.	
39.06.10	Heparin and dextran.	
21, 22, 29	Heparinide only.	
39.07.39	Cellulose bags only (for exporters only on the basis of requirement certificates issued by Exporters' Unions, subject to approval of the Ministry of Commerce).	
40.01.10	Crepe sheets (sole crepe excluded).	
40.01.22	RSS2 quality natural raw rubber only (for automotive tyre recapping plants and tyre recapping plants only).	
40.01.21, 22, 29	RSS4 quality raw rubber only.	
	Latex and Super IX quality rubber only.	
40.01.22	RSS1 and 3 quality raw rubber only.	
40.02	Synthetic rubber and factice derived from oils.	
40.13.20 60.01.90	Diving suits only.	
40.01.11	Fresh bovine cattle raw hides (15 kg. and over).	
14	Dried bovine cattle raw hides (9 kg. and over).	
13	Fresh water buffalo and buffalo calf hides (15 kg. and over).	
16	Dried water buffalo and buffalo calf hides (9 kg. and over).	
47.01.31	Bleached, high quality dissolving pulp	Subject to permission of the Ministry of Industry.
32	Bleached sulphate and soda pulp	
33	Bleached sulphate or soda pulp other than bleached dissolving pulp	
34	Bleached bisulphate wood pulp	
35	Bleached bisulphide wood pulp other than bleached dissolving pulp	
36	Semi-chemical wood pulp	
48.01.10	Filter paper.	
48.03	Parchment paper, paperboard and imitations thereof (tracing paper excluded) for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to approval of the Ministry of Commerce).	
48.07	Diphenyl papers, art papers, papers and paperboards impregnated, coated, surface-coloured, surface decorated or printed only (all sizes and colours of carbon paper, in rolls or in sheets excluded) (for exporters only on the basis of requirement certificates issued by the Exporters' Unions subject to approval of the Ministry of Commerce).	
51.04.11, 12	Cord fabrics used in the manufacture of automotive tyres and tubes only.	
57.10.10	Jute fabric, coarse, for wrapping	Subject to permission of the Ministry of Commerce.
58.05.00	Cotton band for packaging only (for exporters only on the basis of requirement certificates issued by Exporters' Unions subject to approval of the Ministry of Commerce).	
59.04.21, 22	Synthetic yarns and strings for fishing nets only (to meet the requirements of fishermen; through the permission of the Ministry of Commerce).	
62.03.10	Jute bags	Subject to permission of the Ministry of Commerce.
65.06.10	Miners' helmets.	
69.03.30 40 50 60 90	Crucibles and retorts (plugs, tubes and supports included).	
73.15	Alloy and high carbon steels (excluding those for automotive springs)	Subject to permission of the Ministry of Industry.
73.40.20	Acmonital alloy only (for Ministry of Finance).	
76.04.11	Aluminium foils (plain).	
12	Aluminium strips (plain).	
21	Aluminium foils (other than plain).	
22	Aluminium strips (other than plain).	
77.01.10	Unwrought magnesium.	
78.01.20	Type metal only.	
80.02.00	Solid tin bars, shapes and wires.	
80.03.00	Plates, sheets and strips of tin.	
80.04.00	Tin foils and strips, tin powder and flakes.	
83.07.10, 91	Miners' safety lamps and non-electrical accessories.	
84.15.50	Refrigeration equipment; for refrigerator vans transporting meat, fish, fresh, fruit and produce	Subject to permission of the Ministry of Industry.
84.19	Packaging machines and others.	
84.21.91	Miscellaneous accessories and parts for fire extinguishing equipment only (body, tank and chassis excluded).	
84.36.15 84.38.90	Sawgins, parts and components	Subject to permission of the Ministry of Agriculture.
84.56.91	Parts and accessories for mineral and ore sorting, screening and washing machinery equipment (body, frame and tank excluded).	
85.10.10 91	Miners' safety lamps and accessories.	
85.20.10	Bulbs for miners' lamps only	Subject to permission of the Ministry of Power and Natural Resources.
90.01.10	Ophthalmic lenses only.	
90.02	Objective and ocular lenses for microscopes only.	
90.04.00	Protective X-ray goggles.	
90.12.10	Optical microscopes.	
20	Microphotography equipment.	
30	Microcinema equipment.	
40	Microprojection equipment.	
91	Accessories and parts.	
90.15.10	Precision balances (centigram scales excluded).	
91	Accessories and parts (centigram weights excluded).	
90.17.11	Electrocardiography, phonocardiography, cardioscopy equipment.	
12	Electroshock equipment.	
13	Electrotherapy equipment.	
19	Other electro-medical equipment.	
21	Syringes of all kinds.	
22	Hypodermic needles.	
23	Stethoscopes.	
24	Tensiometers.	
25	All kinds of scalpels (surgical), lancets, cutters.	
26	Anaesthetic instruments and apparatus.	
29	Other medical and surgical equipment and apparatus.	
31	Complete dental equipment on its base.	
32	Dentistry drill engines (with arms and lever).	
39	Other dental equipment and apparatus.	
90	Others.	
91	Accessories and parts.	
90.18.10, 91	Medical and surgical gas masks only.	
20	Massaging apparatus.	
30	Oxygenotherapy and artificial respiration equipment.	
90, 99	Other.	
90.19.10	Orthopaedic organs.	
20	Orthopaedic teeth (plastic false teeth excluded).	
31	Hearing aids.	
32	Orthopaedic apparatus.	
39	Other.	
91	Accessories and parts.	
90.20.11	Radioscopy equipment.	
12	Radiography equipment.	
13	Radio-photography equipment.	
14	Radiotherapy equipment.	

Tariff Statis. No.	Description	Remarks
15	X-ray equipment for industrial purposes.	
20	X-ray tubes.	
30	Other dipositive generators for producing X-rays.	
90	Other.	
91	Accessories and parts.	
90.29.10	Polarimeters (electrical ones excluded).	
20	Equipment for gas and smoke analysis (electrical equipment excluded).	
30	Calorimeters (electrical ones excluded).	
40	Photometers (electrical ones excluded).	
50	Refractometers.	
90	Other.	
91	Accessories and spares.	
95.08.10	Gelatine capsules of medicines only.	
97.07.10	Fish hooks.	
97.07.90	Standard complete great tunny angling sets; parts and accessories (to meet the requirement of fishermen through the permission of the Ministry of Commerce).	
Miscellaneous	Raw materials, auxiliary materials for exporters of industrial products or sellers of such within the country against payment in foreign exchange	Subject to permission of the Ministry of Commerce.

LIST NO. II

Tariff Statis. No.	Description	Remarks
05.02.10	Pigs', hogs' and boars' bristles.	
20	Other hairs and hair wastes.	
12.01.22	Palm nuts.	
13.02.12	Shellac (gumlack).	
13	Gum arabic.	
13.03.30	Agar-agar.	
14.01.20	Raffia.	
14.02.10	Couch grass.	
14.03.10	Tampico fibres only.	
15.10.30	Industrial fatty alcohols.	
15.14.00	Spermaceti.	
15.15.10	Special quality purified beeswax.	
21.06.10	Brewery yeast (bakers' yeasts excluded).	
20	Other live active and natural yeasts (bakers' yeasts excluded).	
30	Inactive natural yeasts (bakers' yeasts excluded).	
40	Prepared artificial yeasts (bakers' yeasts excluded).	
25.12.20	Kieselguhr.	
30	Diatomacious earth.	
90	Other.	
25.23.19	Other cements (slag and trace cements excluded).	
25.28.10	Natural cryolite.	
20	Natural chiolite.	
25.31.10	Fluorspar (fluorine, fluorite) . . .	Subject to permission of the Ministry of Industry.
28.01.20	Fluorine.	
30	Bromine.	
41	Iodine.	
42	Resublimed iodine.	
28.04.21	Nitrogen gas only.	
28.04.21	Rare gases (inert gases) (nitrogen excluded).	
22	Phosphorus.	
29	Other metalloids.	
28.19.20	Zinc peroxide.	
28.20.10	Aluminium oxide.	
20	Aluminium hydroxide.	
30	Artificial corundum.	
28.21.20	Chromic acid (chromium trioxide).	
28.24.00	Cobalt oxides and cobalt hydroxides.	
28.26.00	Tin oxides; stannous oxide and stannic oxide.	
28.28.10	Copper oxide.	
20	Nickel oxide.	
30	Molybdenum.	
40	Zirconium.	
50	Mercury oxide.	
60	Cadmium oxide.	
70	Vanadium oxide.	
90	Other.	
28.29.10	Ammonium.	
20	Potassium.	
31	Sodium.	
39	Other.	
28.31.20	Sodium chlorites.	
90	Other.	
28.32.10	Ammonium perchlorate.	
21	Sodium chlorate.	
22	Potassium chlorate.	
29	Other.	
28.33.10	Bromides.	
20	Other.	
28.34.10	Sodium.	
20	Mercury, lithium, barium, magnesium, manganese, iron, zinc, cobalt.	
30	Potassium iodide.	
40	Other.	
28.35.10	Antimony sulphide and calcium sulphide.	
30	Potassium sulphide and stannium sulphide.	
42	Iron sulphide.	
49	Other.	
28.38.31	Sodium sulphate (codex quality or purer only).	
32	Magnesium sulphate.	
33	Lead sulphate.	
34	Zinc sulphate.	
39	Other.	
40	Aluminium sulphate.	
51	Cadmium sulphate.	
59	Other.	
60	Non-basic mercury sulphate, mercury persulphate, cadmium persulphate, potassium persulphate.	
79	Other.	
81	Potassium-alumino-sulphate.	
83	Chrome alum.	
84	Ferric alum.	
89	Other.	
28.41.10	Mercury.	
21	Sodium arsenite.	
29	Other.	
31	Lead and copper.	
39	Other.	
28.42.11	Sodium bicarbonate.	
12	Sodium percarbonate.	
19	Other.	
21	Barium carbonate.	
22	Magnesium carbonate.	
29	Other.	
31	Copper.	
32	Lithium.	
33	Basic bismuth carbonate.	
39	Other.	
41	Ammonium bicarbonate.	
49	Other (calcium carbonate excluded).	
28.45.10	Sodium metasilicate only.	
20	Potassium silicates.	
31	Zirconium silicates.	
39	Other silicates.	
28.46.20	Ammonium borates and perborates.	
12	Sodium perborates (borax excluded).	
30	Other borates and perborates.	
28.47.10	Vanadates, ammonium molybdate.	
20	Potassium silicate.	
31	Zirconium silicate.	
39	Other silicates.	
28.48.10	Salts of selenium acids.	
90	Other.	
28.49	Argyrol and protargol (codex quality only).	
28.50.10	Radium, thorium and their isotopes, synthetic radio-elements (radio-iodine, radio-phosphorus, radio-carbon, radio-cobalt, etc.).	
21	Uranium isotopes.	
29	Other.	
28.51.00	Chemical element isotopes other than those covered under heading 28.50; organic and inorganic compounds of same whether or not in certain chemical compositions.	
28.52.10	Salts, organic and inorganic compounds of thorium.	
21	Uranium salts.	
29	Other.	
28.54.10	Perhydrol (minimum 30% oxygen content).	
28.55.10	Copper phosphides.	
20	Pure zinc phosphide.	
31	Iron phosphide.	
32	Impure zinc phosphide.	
40	Other phosphides.	
28.57.00	Hydrides, nitrides, azotides, silicides and borides.	
28.58.10	Mercury-chloro-amidine.	
20	Copper-tin amalgamate.	
90	Other (distilled water excluded).	
29.01.10	Diphenyl, diphenylmethane.	
20	Terpens.	
41	Styrene.	
43	Benzol.	
44	Toluol.	
45	Anthracene.	
49	Other.	
29.03	Sulphonated, nitrated or nitrosated derivatives of hydrocarbons (alkylaryl-sulphonate dodceylbenzene, sulphonic acid, alkylarylsulphonic acid and their salts with organic or inorganic bases excluded).	
29.04.10	Pentaerythritol.	
21	Pure methyl alcohol.	
22	Butyl alcohol.	
23	Propyl and isopropyl alcohols.	
24	Cetyl and stearil alcohols.	
25	Sorbitol, mannite.	
26	Propylene glycol.	
27	Chloral hydrate, chlorobutanol.	
28	Ethylene glycol.	
31	Amyl alcohol.	
39	Other.	
29.05.10	Benzylic alcohol and phenyl-ethylic alcohol.	
12	Cinnamic (cinnamyl) alcohol.	
13	Other alcohols.	
14	Derivatives.	
31	Menthol.	
32	Terpines, terpine-hydrate.	
33	Terpinal.	
34	Other alcohols.	
40	Derivatives.	
29.06.11	Phenol.	
12	Thymol.	
13	Hydroquinone.	
14	Cresol.	
15	Alpha- and beta-naphtol.	
16	Pyrocatechine.	
17	Resorcin, hexylresorcin, hetpylresorcin.	
18	Fluoroglucine, salicylic alcohol.	
21	Pyrogallol.	
29	Other.	
29.07.11	Parachloro-meta-cresol, mono and tri-nitro phenols, bismuth tribromophenol.	
12	Chloro-phenols.	
13	Naphto-sulphonic acids.	
14	Dinitro-phenol.	
15	Nitrosonaphtols.	
16	Nitrosophenols.	
19	Other.	
29.08.11	Phenyl-ether.	

(*Continued on next page*)

TURKEY, *continued*

Tariff Statis. No.	Description	Remarks
12	Anethole, eugenol, isoeugenol, anisic alcohol.	
20	Dinitro-butyl-meta cresil-methyl-ether (musk ambrette).	
31	Ethyl-ether (technical grade ethyl-ether excluded).	
32	Potassium sulpho-guaiacolate.	
33	Eucalyptol, guaiacol, glyceril-guaiacol.	
34	Ethyl and methyl-ethers of beta-naphthol (Nerolin).	
35	Dioxane (diethylene dioxide).	
36	Alcohol and ether peroxides.	
39	Other.	
29.09.10	Ethylene oxide.	
20	Propylene oxide.	
30	Epichlorohydrin.	
90	Other.	
29.10.10	Safrole, isosafrole.	
21	Methylal, dimethylacetal, diethylacetal.	
29	Other.	
29.11.11	Methyl-procatechic aldehyde (vaniline).	
12	Citral.	
13	Citronellal, hydrocitronellal.	
14	Cinnamaldehyde, alphaamyl-cinnamaldehyde.	
19	Other.	
21	Formaldehyde, para-formaldehyde.	
22	Acetaldehyde.	
23	Ethylpyrocatechic aldehyde (ethyl vaniline).	
29	Other.	
29.12.10	Codex quality chloral only.	
90	Other.	
29.13.11	Camphor.	
12	Camphor bromide.	
20	Acetone.	
31	Sodium campho-sulfonate.	
32	Diacetyl, acetylacetone, acetonyl-acetone.	
33	Ionones.	
34	Jasmone.	
35	Menthone.	
36	Benzophenone.	
37	Diacetone alcohol.	
38	Anthraquinone.	
39	Other.	
29.14.11	Menthyl valerianate (menthol valerianate).	
12	Terpenyl acetate.	
13	Linalyl acetate.	
14	Geranyl acetate.	
15	Benzyl acetate.	
19	Other.	
21	Acetic acid (anhydride).	
30	Oleic acid.	
42	Sodium acetate.	
43	Aluminium acetate.	
44	Cobalt acetate.	
45	Chromium acetate.	
46	Magnesium acetate.	
47	Butyl acetate.	
48	Ethyl stearate.	
49	Other.	
29.15	Oxalic acid, acyclic acids and their anhydrides, halogenides, peroxides; sodium salts only.	
29.17.00	Sulphuric esters and others.	
29.18.10	Amyl nitrate, trinitrine (solution) and amyl nitrite.	
90	Other.	
29.20.10	Guiacol carbonate.	
90	Other.	
29.21.00	Other esters of metallic acids.	
29.23.10	Para-amino-salicylic acid and its salts.	
21	Other amino-acids and their derivatives.	
22	Novocaine (anoxy-cocaine), holocaine.	
23	Diethanolamine.	
24	Triethanolamine.	
25	Aminophenols, aminophenol esters.	
26	Aminonaphtols.	
29	Other.	
29.24.10	Lecithin.	
21	Other phosphoaminolipins.	
22	Betaine, its salts and compounds.	
23	Cholines, its salts and compounds.	
24	Tetramethyl-ammonium formiate.	
29	Other.	
29.27.00	Nitrile-function compounds.	
29.28.00	Diazoic, azoic or azoic compounds.	
29.29.10	Hydrazide and thiosemicarbazide derivatives.	
20	Other.	
29.30.00	Other nitrogen-function compounds.	
29.32.10	Methylarsonic acid, cacodylic acid and their salts.	
90	Other.	
29.34.10	Lead tetraethyl.	
90	Other.	
32.04.10	Colouring matter of vegetable origin and other vegetable dyeing extracts (indigo excluded).	
20	Colouring matter of animal origin.	
32.08.10	Opacifiers only.	
21	Vitrifiable preparations.	
22	Liquid glazes, only.	
29	Prepared pigments of a kind used in ceramic, glass and nitrified enamelling industries.	
32.09.39	Matting agents for textile industry only (Mattweiss or equivalents).	
32.09.32	Stamping foils only.	
33.06.29	Haematite sticks only.	
34.03	Lubricating preparations and other preparations (lubricating preparations for leather industry excluded).	
34.04	Artificial waxes.	
37.03.11 / 19	Sensitized papers for office copiers only (diffusion transfer, colour transfer, thermographic, electrostatic and rapid stabilization process sensitized papers included) (diazotype and ferrocyanide photosensitized papers excluded).	
37.08.00	Chemical products and preparations for use in photography only (sodium hyposulphite 'thiosulphite' acetic acid and preparations containing more than 10% acetic acid excluded).	
38.01.10	Blocks and plates of artificial graphite for manufacturing carbon brushes and other parts to be used for electrical and electrotechnical works.	
38.05	Tall oil.	
38.07.10	Pine oil.	
38.08.90	Other.	
38.13.20 / 30 / 40	Liquid preparations and others for soldering and welding of metals.	
38.15.00	Vulcanization accelerators.	
38.18.10	Acetone base solvents.	
20	Acetate ester base solvents.	
90	Other.	
38.19.12	Dodecylbenzene and alkylbenzene mixtures only.	
38.19	Lead sulphate activated with oils only.	
38.19	Blocks and plates made of metallographitic compositions or of artificial graphite powder mixed with artificial resins, to form up products for manufacturing carbon brushes and other parts to be used for electrical or electrotechnical works.	
40.06.29	Synthetic and natural rubber base adhesives on paper, only.	
40.09.20	Hoses of materials resistant to lubricants, petroleum hydrocarbons or pressure hydraulic system fluids only (water, radiator and vacuum cleaner hoses excluded).	
40.10.20	V-belts only.	
40.11	Tyres and tubes (bicycle tyres and tubes excluded)	Subject to Ministry of Industry permission.
40.14.11	Washers.	
40.14.12	Gaskets.	
40.14.29	Tyre mould pneumatic tubes for use in the manufacture or recapping of tyres.	
42.04	Articles of leather, artificial or composition leather, for technical applications (transmission belts and machine oil seals excluded).	
45.01.00	Natural unworked cork and cork waste.	
45.02.00	Natural cork.	
45.04.20	Gaskets only.	
48.07.90	Paperboard plates for printing matrices, only.	
45.14.30	Filter paper.	
90	Waxed paper, diphenyl paper, cigarette tip paper in rolls and 7·5 to 12·5 cm. wide kraft paper tape rolls only.	
48.21.10	Gaskets.	
20	Graph papers for recorder type medical and technical instruments.	
39	Paper or paperboard cards for Jacquard and similar machines only (perforated or rotary).	
49.01.21	School-books (text-books) in foreign languages, technical, scientific, literary and art books, only.	
49.02.10	Fashion magazines.	
49.02.30	Other (political or commercial dailies or periodicals, technical, scientific, literary, professional and art magazines only).	
49.03.20	Books for children, in foreign languages, pictorial books and albums.	
49.04.00	Printed music.	
49.05	Maps of all kinds, geographic and astronomic globes (atlas globes of up to 31 cm. diameter and navigation maps for Black Sea excluded).	
49.06.00	Engineering and architectural plans and other technical drawings.	
49.11.11 / 12	All sorts of plans, charts, drawings, etc., for educational purposes only.	
51.01.21-29 / 41-49	Polyamide and polyester base . . . Synthetic continuous fibres threads and	Subject to Ministry of Industry permission.
51.03.21	yarns, 200 denier and finer . . .	Subject to Ministry of Industry permission.
56.01.12 / 04.12	Polyester base synthetic fibres only . .	
57.07.10	Coco fibre yarns.	
58.05.00 / 59.16	Spindle tape and rotary loom belting for textile industry only.	
59.04.21	Jacquard cord only.	
59.11.00 / 59.17.29	Blankets for printing machines.	
59.16.20	Machine and transmission belts of wool and hair	Subject to Ministry of Industry approval.
59.17.12	Diaphragms only.	
59.17.29	Gaskets, washers, buffing wheels, sleeves and pads, diaphragms of pumps, engines, engines, etc.; aviators' safety belts, buffing felts only (woollen and synthetic ones excluded) (buffing felts included).	
66.03.10	Metal frames only for umbrellas (all umbrella handles with the exception of those for collapsible hand umbrellas, as stem parts of lawn parasoles, etc., excluded) .	Subject to Ministry of Industry approval.
68.04.20	Abrasive bricks and razor whetstones only.	
68.15.00	Worked mica and articles of mica.	
68.16.10	Baked bricks of carbon, natural or artificial, graphite, of dolomite agglomerated with tar.	
30	Bricks and other articles agglomerated with chemical substances, but unbaked.	

Tariff Statis. No.	Description	Remarks
70.09 90.02 90.13	Rear view mirrors for automotive vehicles, only.	
70.12.00	Inner vacuum glasses for vacuum flasks and other vacuum vessels.	
70.14.22	Headlight and tail-light (stoplight) lenses for motor vehicles, only.	
70.15.20	Pocket watch and wrist watch crystals.	
70.15.19 30 70.06.90	Lenses for oxy-acetylene or arc welding goggles and masks only.	
70.18.10	Optical lenses for corrective spectacles.	
20	Optical glasses – lenses.	
90	Other.	
70.20.11	Only glass wool (fibre glass).	
70.20.12 13 20 31	Glass fibre; wool, cords, twines, felt and fabrics of same, used as reinforcing media in fabrication with polyester and substitute artificial and synthetic resins .	Subject to permission of the Ministry of Industry.
70.21.11	Safety glasses for boilers.	
12	Water level indicator glass for boilers.	
20	Glass rollers for leather dressing; machinery, engine and automotive parts of glass.	
71.02.10	Industrial diamonds.	
73.02.21	Ferro-manganese.	
22	Ferro-silicone.	
23	Ferro-silico-chrome.	
29	Other ferro-alloys.	
73.04.00	Iron or steel granules.	
73.05.10	Iron or steel powders.	
73.29	Transmission and drive chains (sprocket chains), links, connectors, etc., for bicycles, motorcycles (automotive tyre chains and those others made of 3-76 mm. round wire excluded).	
73.33.10	Needles; hand sewing and other.	
20	Crocheting pins and knitting needles.	
90	Other.	
73.35	Iron and steel springs (leaf springs for motor vehicles, and springs for rolling shutters excluded)	Subject to permission of the Ministry of Industry.
74.04.90	Phosphor-bronze plates, sheets and strips only.	
74.16.00	Springs of copper.	
75.01.10	Mond process and cathode nickel.	
21	Nickel mattes.	
22	Nickel speiss.	
23	Other unwrought nickel.	
24	Nickel waste and scrap.	
29	Other.	
73.13.51	Lead lined sheet steel, only (for manufacturers of gas tanks for motor vehicles) .	Subject to permission of the Ministry of Industry.
75.02.10	Solid bars.	
20	Sectional profiles.	
30	Wires.	
75.03.10	Nickel plates, sheets, foils and strips.	
20	Nickel powder.	
30	Nickel flakes.	
75.04.10	Nickel pipes and tubes (blanks included), tubular bars.	
20	Pipe fittings.	
75.05.00	Nickel anodes for electro-plating.	
76.01.10	Unwrought aluminium.	
76.05.10	Aluminium powder, of less than 2% oily substance contents only.	
76.06.00	Aluminium tubes (of 15 mm. or smaller OD) only.	
76.16.20	Aluminium discs used in squeeze tube manufacture.	
77.02.00	Magnesium bars, rods, angles, shapes and wires, only.	
80.01.10	Unwrought tin (A, B, C, D or G quality only) (Grade A also used in conjunction with food containers).	
80.01.10	Unwrought tin (to be used for works related with foodstuffs) (excluding those containing more than 0·02% arsenic and more than 0·5% lead or those containing antimony and cadmium).	
81.01.22	Tungsten wire (wolfram wire) and tungsten filaments only	Subject to permission of Ministry of Industry.
81.02.20	Molybdenum wire only	
81.03.10	Unwrought tantalum and waste.	
20	Other tantalum and articles of tantalum.	
81.04.31	Cadmium.	
32	Cobalt.	
33	Chromium.	
34	Manganese.	
39	Other.	
82.04.90	Welding torches only (tanks excluded).	
82.05.40	Wire drawing mills only	Subject to permission of Ministry of Industry.
82.06.10	Cutters for agricultural machines (cutters for harvesters excluded).	
20	Cutters and cutting blades (edges) for paper shearing machines.	
90	Other (blades and edges for all kinds of earthmoving equipment excluded).	
82.07.00	Unassembled plates, rods, bars, edges, tips, teeth, etc., for apparatus.	
82.11.22	Cutters for electric shavers only.	
83.01	Locking gas tank caps, door locks and locking door handles for automotive vehicles and the safety lock units for elevators, telphers and travelling cranes only.	
83.07.91	Parts for incandescent flame lamps (r.t.m. primus lamps) (needles and filter stones) and parts for light-house lanterns.	
83.08.00	Flexible tubes of base metals.	
84.02	Auxiliary plant for steam and vapour generating boilers, condensers, and miscellaneous parts and accessories therefor.	
84.03.91	Miscellaneous parts and accessories, only (body and frame excluded).	
84.04.00	Miscellaneous parts and accessories, only (body and frame excluded).	
84.05.91	Miscellaneous parts and accessories, only (body and frame excluded).	
84.06.91 to 99	Parts and accessories for aircraft engines, only.	
84.06.91 to 99	Parts and accessories (oil seals, steel shell copper alloy bearings whether or not plated with any other substance, cylinder blocks, cylinder heads, oil pans, valve covers, flywheels and sheaves, and cylinder sleeves of up to 200 mm. dia. excluded) (tin type air-cooled cylinder liners and pressed steel cylinder sleeves included).	
84.07.91 to 99	Parts and accessories only (frame and body excluded).	
84.08.15	Jet engine and gas turbine parts for airplanes.	
84.08.35	Parts and accessories for other engines and power generating machines (frame and body excluded).	
84.09.91	Accessories and parts (bodies and frame excluded).	
84.10.19	Fuel, oil and water pumps as components of gasoline and diesel engines.	
84.10.91 to 99	Accessories and parts (body and frame, parts for centrifugal and multiple-stage pumps excluded).	
84.11.11 21	Vacuum and air pumps as components of the machinery falling under heading 84.23 as well as automotive equipment and air compressors for automotive vehicles (manual tyre pumps excluded).	
84.11.91 to 93	Accessories and parts only (body and frame and the air tanks of compressors excluded).	
84.16.91 84.40.92 99	Rollers for textile rubber and plastic machines, only.	
84.16.99	Accessories and parts (body and frame excluded).	
84.17.15	Accessories and parts (bodies, frames and tanks excluded).	
35	Accessories and parts only (body and tanks, evaporators and condensers excluded).	
84.18 59.17 48.21	Filter elements only (air cleaners excluded).	
84.18.91	Accessories and parts only (body, frame, milk tank and cream balls for cream separators excluded).	
84.21.91	Such components and parts covered under respective catalogues of sand and shot blasting machines only (body and frame excluded).	
84.22.91 84.59.49	Clutches and couplings, speed governors, bumpers, and shock absorbers for telphers and gantry bridges only (shock absorbers for elevators excluded).	
83.02	Shock absorbers for elevators, only.	
84.23.91	Accessories and parts (bodies, frames and bulldozer and grader scraper, loader blades, track shoes whether with or without track chains, rippers, bucket teeth, track pins and bushings, grousers, and complete crawler track sets (excluded).	
84.24.99	Other accessories and parts (body, frame and wooden structure excluded) (ploughshares for ploughs, disc-harrow discs and plough discs excluded).	
84.25.91 to 99	Accessories for other machinery (harvester blades excluded).	
84.26.10	Milking equipment and plant . . .	Subject to permission of the Ministry of Agriculture.
20	Butter making equipment (cream separators excluded)	
30	Cheese-making equipment	
90	Other	
84.26.91	Accessories and parts (body and frame excluded).	
84.27.20 90	Fruit presses, strainers and others . .	Subject to permission of the Ministry of Agriculture.
84.27.91	Accessories and parts (bodies and frames excluded).	
84.28.10	Equipment for preparation of animal feed and fodder	Subject to permission of the Ministry of Agriculture.
20	Poultry incubators (those less than 1,200 egg capacity excluded)	
90	Other	
84.28.91	Parts and accessories for feed and fodder preparation equipment.	
92	Parts and accessories for incubators (body and frame excluded).	
99	Other parts and accessories (body and frame excluded).	
84.29.91	Accessories and parts (body and frame excluded).	
84.30.91	Accessories and parts (body and frame excluded).	
84.31.91	Cylinders. Other (body and frame excluded).	
84.32.91	Accessories and parts (body and frame excluded).	
84.33.91	Accessories and parts (body and frame excluded).	
84.34.91	Accessories and parts (body and frame and printing types excluded).	
84.35.91	Accessories and parts (body and frame excluded).	
84.38	Auxiliary machinery and equipment for machines under heading 84.37 and parts and accessories for machinery under headings 84.36 and 84.37, excluding	

(*Continued on next page*)

TURKEY, *continued*

Tariff Statis. No.	Description	Remarks
	bodies and frames (slide, yoke and bumper belts of all materials for textile machines and looms excluded) (slides for super-strike, whip type looms, included).	
84.39.91	Accessories and parts (body and frame excluded).	
84.41.30	Sewing machine needles.	
84.42.91	Accessories and parts (body and frame excluded).	
84.43.20	Crucibles	
91	Parts and accessories	
84.44.91	Rolling mill rolls	Subject to permission of the Ministry of Industry.
99	Rolling dies only	
84.48.91	Parts and accessories for machines under heading 84.45 (body and frame excluded).	
92	Parts and accessories for machines under heading 84.47 (body and frame excluded).	
95	Parts and accessories for machines under heading 84.46 (body and frame excluded).	
84.49.91	Accessories and parts only (body and frame excluded).	
84.50.10	Blowlamps.	
91	Parts and accessories.	
84.55.91 to 99	Accessories and parts specifically for or associable with machinery under heading 84.51 to 84.54 (inclusive) (frames, bodies and drawers excluded).	
84.56.99	Accessories and parts for other machinery (body, frame, drum sections, balls and rods, crushing jaws excluded).	
84.57.91	Accessories and parts (body and frame excluded).	
84.59.91	Accessories and parts (body, drum and frame excluded).	
84.60.20	Moulds for metals and metallic carbides.	
30	Moulds and forms for glass.	
40	Moulds for metallic articles.	
50	Moulds for rubber and plastic articles.	
84.61	Carburettors for fuel oil burners, kerosene stoves, and similar equipment and appliances, parts for such carburettors, valves for pneumatic tyre tubes; valve caps and needles, valves for engines and compressors, air brake system valves for trucks and buses.	
84.62.11	Ball bearings.	
12	Roller bearings.	
13	Needle roller bearings.	
91	Bearing balls.	
92	Rollers, needles, barrel rollers for bearings.	
93	Cups and cones.	
99	Other.	
84.63	Transmission shafts, cranks, levers, bearing housings, pulleys and others (gear boxes for telphers, gantry bridges, and for deep-well pumps of larger than 15 h.p. rating included) (transmission shaft bearings, steel shell copper alloy bearings whether or not lined with bearing metal, oil seals and flywheels and gear boxes of elevators and washing machines excluded).	
84.64.10	Asbestos gaskets.	
20	Gasket kits and similar, of assorted materials.	
90	Other.	
84.65.00	Accessories and parts not containing electrical connectors, insulators, coils, contacts or other electrical devices of machinery and mechanical apparatuses (not covered elsewhere in this section).	
85.02.91	Accessories and parts (body and frame excluded) (small flat magnet bars used in magnetic dental plates in dentistry included).	
85.03.90	Other electric dry cell batteries.	
91	Parts (dry cell parts excluded).	
85.04.99	Separators for lead plate batteries . .	Subject to permission of the Ministry of Industry.
85.05.91	Accessories and parts (body, frame and windings excluded).	
85.08.10	Voltage regulator-circuit breakers.	
30	Distributors.	
40	Ignition magnetos.	
50	Ignition coils.	
60	Generators (dynamos).	
90	Other.	
91	Parts and accessories.	
85.11.91	Accessories and parts (body and frame excluded).	
85.12.91	Accessories and parts (body, frame and electric iron parts excluded) (electric flash heater thermostat controlled heating elements included).	
85.14.11	Microphone diaphragm and receiver cartridges for telephone sets.	
85.16.91	Spare parts and accessories for signal and traffic control equipment for railways only.	
85.19.14	Overcurrent, grounding, protection time delay and differential relays only.	
85.19.21	Non-heating type resistances (sliding type resistances excluded).	
22	Potentiometers.	
85.19.49	Headlight dimmer switches, selector switches, ignition switches, starter solenoids, only.	
85.19.91	Metallic contact parts in a state not assembled with insulating parts, for automatic switches and circuit breakers, only.	
85.09.12	Sealed-beam headlights for automotive equipment.	
85.20.10	Bulbs for lights of automotive equipment and for pocket flashlights.	
85.20.29	Bulbs for projectors and endoscopic apparatuses classified under respective catalogues only.	
85.20.91	Accessories and parts (e.g. bulbs) . .	Subject to permission of the Ministry of Industry.
85.21.11	Thermionic tubes (valves) (except those used in television manufacture).	
12	Transistors (except those used in television manufacture).	
90	Diodes, electronic valves and piezo-electric crystals (except those used in television manufacture).	
85.24	Parts and articles of carbon or graphite with or without metallic composition, for electrical or electro-technical applications (carbon brushes and parts for electrical or electronic or blocks of such carbon brushes and parts excluded).	
85.28.00	Electrical accessories and parts for machinery and equipment, not mentioned elsewhere in this heading.	
86.09.20	Wheels.	
30	Railway wheel tyres.	
40	Brake systems and parts, of all kinds.	
90	Other (tow hooks, hitch bars, leaf springs excluded).	
87.06	Oil seals, only	Subject to Ministry of Industry permission.
87.06	Spare parts and accessories for motor vehicles under headings 87.01, 87.02 and 87.03 (bodies, chassis, oil seals, track shoes with or without chain links, track pins and pin bashings, ripper teeth and teeth inserts, complete sets of crawler tracks, riveted or solid cast wheel hubs, and block drums excluded). Customs Tariff numbers, item numbers and descriptions of parts and accessories importable under this Quota: Headings 40.08 to 98.10.91:	
40.08 73.40	Glazing weatherstrips for motor vehicles, only.	
40.09	Engine oil, fuel, brake system and chassis hoses of rubber, for motor vehicles, only. (Water and radiator hoses, and vacuum cleaner hoses excluded).	
40.10.20	V-belts only.	
40.14	Washers, gaskets and others for motor vehicles, only.	
45.04	Gaskets and similar parts of cork, for motor vehicles, only.	
48.21.10	Paper gaskets, for motor vehicles, only.	
59.17	Gaskets, packing, seals, and washers for motor vehicles, only.	
70.09 90.02 90.13	Rear view mirrors for motor vehicles, only.	
70.14.22	Headlight and tail-light (stop-light) lenses for motor vehicles, only.	
73.29	Transmission chains of the sort used exclusively on motor vehicles; links and connection parts therefor (automotive tyre chains, and round wire 3-76 mm. chains excluded).	
73.32	Cylinder studs, piston pins, connecting rod bolts, injector pump studs, with respective nuts and washers; exclusively for motor vehicles.	
73.35	Iron and steel springs for motor vehicles only (flat leaf springs and convolute springs excluded).	
83.01	Locking gas tank caps for motor vehicles, door locks and locking door handles for motor vehicles, only.	
83.02	Grills, chrome and nickel (plated) trims, non-locking door handles and appurtenant part, window handles and cranks, for motor vehicles, only.	
84.06.91 to 99	Parts and accessories only (oil seals, steel shell, copper alloyed engine bearings with or without bearing metal lining, cylinder block, oil pans, crankcases, valve cover, flywheels and cylinder sleeves of up to 200 mm. bore excluded) (fin type air-cooled cylinder and pressure-cast cylinder sleeves included).	
84.10	Water recirculating pumps, fuel and oil pumps, and parts and accessories thereof; used as components of gasoline and diesel engines.	
84.11.11 21	Vacuum and air pumps and compressors for exclusive use as accessories of motor vehicles, only (manual tyre pumps excluded).	
91	Parts for vacuum and air pumps used as accessories of motor vehicles, only.	

Tariff Statis. No.	Description	Remarks
84.18	Engine filters, elements and components for motor vehicles, only (complete air cleaner assemblies excluded).	
84.59	Air operated windshield wipers and parts thereof, only. For use on automotive equipment.	
84.61	Pneumatic tyre tube valves for motor vehicles; parts and accessories, caps and needles therefor.	
84.62	Ball and roller bearings of all kinds.	
84.63	Transmission shafts, valve rockers, bearing housings, and others; for motor vehicles only. (Transmission shaft bearings, copper alloy steel shell engine bearings whether or not lined in metal, oil seals, flywheels; gear boxes for elevators and washing machines excluded.)	
84.64	Gaskets of metal sheeting combined with asbestos, felt and paperboard, or of laminated metal; similar jointing and others.	
84.65.00	Accessories and parts for motor vehicles; not containing electrical connectors, insulators, coils, contacts or other electrical devices of machinery and mechanical apparatuses (body, frame and oil seals excluded).	
85.02.91	Electro-magnetic gear shifters, brakes and parts thereof, for motor vehicles.	
85.08	Electrical ignition and starting equipment for internal combustion engines (starting solenoids included) (plugs of all kinds excluded).	
85.09	Electrical lighting and signal devices, windshield wipers, defrosters and demisters (plastic headlight, tail-light and signal light lenses excluded). For motor vehicles, only.	
85.18	6-12-24 V condensers used on motor vehicles, only (radio suppressor condensers included).	
85.19 85.23	Horn relays and contacts, sealed-beam sockets, bulb sockets for motor vehicles, only (steering wheel mounted horn buttons included).	
85.19.49	Headlight dimmer switches, selector switches, signal switches, fuses, fuse boxes and appurtenances for motor vehicles, only.	
85.09.12	Sealed-beam headlights for motor vehicles, only.	
85.20.10	Bulbs for automotive lights, only.	
85.20.91	Accessories for automotive light bulbs, only.	
90.23	Densimeters (densitometers), aerometers; alcoholometers and the like (plastic or wooden decorative and ornamental instruments or those which are combined with such excluded).	
90.24	Instruments and apparatus for measuring, controlling and regulating liquids and gases, or for automatic temperature control; for motor vehicles, only.	
90.27	Other meters and counters; speedometers, tachymeter, stroboscopes, for motor vehicles, only.	
90.28	Electrical and electronic instruments and appliances used in measuring, testing, controlling, regulating and analyzing applications (line tester type screw-drivers excluded) for motor vehicles, only.	
90.29	Accessories, parts and ancillaries usable in one or several of the instruments and apparatus within heading 90.28 (graduated dials, coils, terminals and boxes, frames, covers, for panel type instruments used for testing, checking, controlling, regulating, or analyzing works covered under heading 90.28 excluded) for motor vehicles only.	
98.10.91	Parts and appurtenances of lighters and igniters used on motor vehicles, only (fuel containers and outer cases excluded).	

Tariff Statis. No.	Description	Remarks
	NOTE: The following may not be imported under import permits for parts and accessories for motor vehicles per heading 87.06: Chassis, luggage racks, fenders, doors, safety belts, oil seals, exhaust pipes and mufflers, fuel tanks, brake drums whether or not coupled with rear axles, spring shackles and appurtenances, parking brake drums and sheet metal parts for drivers' cabs.	
87.07.91	Parts and accessories (those contemplated 84.06.90 excluded).	
87.11.00	Invalid carriages and chairs fitted with means of mechanical propulsion; other similar equipment.	
88.03.91	Parts and accessories for balloons, blimps, airships.	
92	Parts and accessories for airplanes.	
93	Parts and accessories for other aircraft.	
90.07.91	Parts for photographic appliances (bodies, boxes and frames excluded).	
90.07.30	Other instruments and appliances.	
90.07.99	Accessories and parts for other instruments.	
90.08.91	Accessories and parts only (body, box and frame excluded).	
90.10.10	Apparatus and materials used in photography laboratories.	
20	Apparatus and materials used in cinematography laboratories.	
30	Contact-copying machines.	
40	Film and plate reels and spools.	
50	Projection screens.	
90.14.10	Compasses.	
20	Telemeters.	
30	Geophysics instruments and apparatus.	
40	Weather survey and forecast instruments.	
90	Other.	
91	Parts and accessories for meteorological instruments.	
92	Parts and accessories for others.	
90.16.20	Planimeters.	
30	Micrometers.	
40	Calipers scale masters.	
50	Profile templets.	
60	Focimeters.	
90	Other.	
91	Parts and accessories.	
90.21	Instruments, apparatus and models designed solely for demonstration purposes, unusable otherwise (atlas globes of up to 31 cm. diameter excluded).	
90.22.10	Machines and apparatus for testing and assaying metals.	
20	Machines and apparatus for testing of textiles.	
30	Machines and apparatus for testing of paper, paperboard, linoleum, soft resilient plastics and rubber.	
90	Other.	
91	Parts and accessories.	
90.23	Densimeters (densitometers), areometers, alcoholometers and the like (plastic or wooden decorative and ornamental instruments or those which are combined with such excluded).	
90.24	Instruments and apparatus for measuring, controlling and regulating liquids and gases, or for automatic temperature control; temperature measuring instruments for central heating installations and the like, only.	
90.26.20	Liquid meters (water bulk meters of 1 in. and smaller excluded).	
90.26.30	Gas meters.	
90.27.10	Taximeters.	
20	Odometers.	
30	Speedometers, tachymeters.	
90	Other.	
90.28.10	Voltmeters, potentiometers, electrometers.	
20	Ammeters, galvanometers.	
30	Wattmeters.	
40	Lamp-meters (tube testers).	
90	Others (line testing screwdrivers, and thermocouples for testing temperatures of molten metals excluded).	
90.28.90	Thermocouples for testing and measuring temperatures of molten metals, only	Subject to permisalon of the Ministry of Industry.
90.29	Accessories, parts and ancillaries usable in one or several of the instruments and apparatus within headings 90.23, 90.24, 90.27 or 90.28 (graduated dials, coils and terminals and boxes, frames, covers, for panel type instruments used for testing, checking, controlling, regulating, or analyzing works covered under heading 90.28 excluded).	
90.29.93	All parts and accessories for the manufacture of electric, gas and liquid meters under item No. 90.26 (screws, nuts, springs, current and voltage coils, upper and lower covers, clamp covers, and complete clamps, numerators, magnetism adjuster, upper and lower bearings, complete rotor systems excluded)	Subject to permission of the Ministry of Industry.
91.11	Other clock parts (case, enclosure, frame and bezel excluded).	
92.09.00	Strings for musical instruments.	
92.10	Parts and accessories for musical instruments, metronomes of all types, tuning forks, tuning whistles (empty enclosures and other parts for musical boxes excluded).	

(Continued on next page)

TURKEY, *continued*

Tariff Statis. No.	Description	Remarks
92.10	Mechanisms for music boxes, only . .	Subject to permission of the Ministry of Tourism and Information.
92.12.40	Educational records, only . . .	Subject to permission of the Ministry of National Education.
92.12.50	Record dies, only.	
96.02.10	Brushes used as machine parts, only.	
98.04.11	Pen nibs and nib tips, of gold.	
12	Pen nibs of other material.	
20	Pen nib tips.	
98.10.91	Accessories and parts for lighters and other igniters (fuel compartments and outer cases excluded).	

Notes:

1. If no statistical numbers are indicated against the Tariff headings included in these lists, all the statistical numbers indicated in the Customs Entry Tariff Schedules for the said heading shall be deemed to be included in the said heading.

2. Unless specifically annotated with restrictive provisions such as 'only' or 'excluded', all commodity descriptions in these lists shall be inclusive of any and all articles enumerated under respective item numbers in the 'Customs Entry Tariff Schedule.'

SUDAN

Sudanese Finance Act, 1968

THE SUDANESE FINANCE ACT, 1968, which amends the Customs Tariff, the Excise and Consumption Duties Ordinance, 1924, and the Additional Tax Act, has recently come into force.

The following items in the Customs Tariff have been amended by this Act:

22.04	22.05	22.06	22.08
22.09	29.04	33.06	44.03
44.04	44.05	44.06	44.15
51.04	53.11	53.12	53.13
56.07	60.01	60.02	60.03
60.04	60.05	60.06	61.01
61.02	61.03	61.04	61.05
61.06	61.07	61.08	61.09
61.10	61.11	85.15	87.02

The Act also amends the Excise and Consumption Duties Ordinance, 1924, and the following items have been affected:

Beer, stout and cider
Cigarettes, cigars and manufactured tobacco
Liqueurs, liquor and other distilled beverages
Champagne and wines
Denatured alcohol and methalated spirits
Passenger vehicles
Perfumery and other toilet products containing alcohol exceeding 2 per cent of their volumes
Ready-made clothing
Artificial silk (pure or mixed)
Textile fabrics
Timber
Wool (pure or mixed)
Knitted fabrics
Plywood

The only amendment to the Additional Tax Act, 1966, is the rate of duty, which has been increased from 8 per cent to 10 per cent.

The full text of this notice may be consulted at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475) to whom all inquiries should be addressed.

Sudanese Finance Act, 1969

THE SUDANESE FINANCE ACT, 1969, which amends the Customs Ordinance, came into force on January 14, 1969.

The following items have been affected by this Act:

4.02	7.05	10.06	21.07	28.17	28.42
37.01	37.02	37.03	42.04	62.04	70.05
84.24	87.05	87.06	90.10	90.12	90.20

The full text of this notice may be consulted at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475), to whom all inquiries should be addressed.

ZAMBIA

Customs tariff changes

TARIFF CHANGES covering a wide range of imported goods were announced in the Zambia Budget for 1969. The changes are effective from January 30, 1969.

Details of the changes were received too late for publication in this edition of the *Board of Trade Journal* but it is hoped to give these next week.

In the meantime, any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

TANZANIA

Import licensing regulations

TELEGRAPHIC INFORMATION has been received that the following items have been added to the list of goods which may only be imported into Tanzania through the State Trading Corporation:

BTN No. 44.15 – Hardboard.
BTN No. 82.01 – Hand tools of the kind used in agriculture or forestry.
BTN No. 84.24 – Animal drawn ploughs, parts and accessories thereof.

Full details of the provisions of this notice will be published as soon as possible. Meanwhile, any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

THE BRITISH EMBASSY, Pretoria have reported that the South African Board of Trade and Industries have received applications for an increase in duty on multifil yarn up to 40 denier, for a reduction in duty on monofil yarn up to 60 denier and a rebate of the duty on certain raw materials for the manufacture of chemicals for use in the rubber industry.

Urgent inquiries should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

The Canary Islands—correction

THE HEADING of the table to the article 'Canary Islands – a market with a bias in our favour' in the *Board of Trade Journal* of February 7, 1969, page 373, should be amended to read 'In £ thousands'.

CEYLON

Import control

THE BOARD OF TRADE has received a copy of Ceylon *Government Gazette* No. 14,836/5 of January 16, 1969, which amends Import Control Notices Nos. 2/68, 5/68 and 22/68 as published in the *Board of Trade Journals* of May 17, 1968 (pages 1553 to 1559), June 21, 1968 (page 1895) and November 8, 1968 (pages 1264 to 1276) respectively. The amendments read as follows:

Import Control Notice No. 2/69

Schedules I and II to Import Control Notice No. 2/68 as amended by Import Control Notice No. 5/68 are cancelled and replaced by the Schedules given below:

Schedule I

Quota Item

F.4 Full cream milk powder.
F.10 Infants milk foods.
F.11 Yeast, baking powder and bread improver.
F.17 Bombay onions.
F.18 Beans, peas, gram, gramdhal, moong, moongdhal, oorid, ooriddhal, ragi, thenai and vatana.
F.19 Garlic.
F.22 Fennel seed, mathe seed and turmaric
F.22A Corriander seed.
F.22B Cummin seed.
F.26 Dates.
F.27 Dried fish.
F.28 Tinned fish.
F.29 Dried chillies.
D.1 Western drugs.

D.2	Ayurveda, Siddha and Unani drugs.
D.3	Proprietory veterinary drugs (including feed additives).
37	Alavangoes, forks, knives or saws for budding or tapping, sickles, hand tools (other than axes, pick axes, pruning knives and mammoties) and implements for agricultural use.
94A	School mathematical instrument sets.
101	Slates, slate pencils and school chalks.
128	Scientific glassware.
146	Surgical belts and safety belts.
148	Hearing aids and parts thereof.
150	Artificial dentures, limbs and eyes.
170	Lubricating oils and greases (including mixtures with animal and vegetable lubricants).
172	Fertilizers (crude and manufactured).
173	Petroleum products, the following: Motor gasoline (regular) Motor gasoline (special) Illuminating kerosene Diesel oil (industrial) Diesel oil (gas) Furnace (fuel) oil Fuels for international bunkers Aviation gasoline Aviation turbine fuel Aviation and marine lubricants.

Schedule II

Quota Item

F.7	Malted milk.
F.8	Butter.
F.9	Dairy products (including milk products), other.
F.23	Food flavours and gelatine.
1	Alcoholic beverages.
7	Household insecticides, disinfectants and similar preparations.
7A	Agro-chemicals.
8	Brake fluid and miscellaneous chemical products.
11	Printers ink.
13	Tea and other plywood chests excluding metal fittings.
13A	Battens for tea chests and other plywood chests.
14, 14A, 15	Paper and paper board.
20–21	Fabrics (cotton and other).
26A	Footwear, exclusively for sports.
30	Insulated cables and wires for electricity.
31	Radio spares (excluding cabinets).
35	Corrugated roofing sheets of aluminium, zinc, iron or steel.
60	Explosives (other than cartridges and fireworks).
60A	Cartridges.
61AB	Leather (other than reconstituted and artificial leather).
63	Hose pipes and piping wholly or mainly of rubber.
63C	Other rubber fabricated materials.
67	Cork manufactures (including cork stoppers).
72C	Cotton thread, bleached, dyed or mercerized.
74	Rubberized and other impregnated fabrics.
75	Elastic fabrics and webbing.
77	Fishing nets (including fishing lines).
80C	Cotton wadding, non-sterile.
80D	Cotton wicks for lamps, lighter, stove or candle.
97	Musical instruments and parts thereof (excluding pianos, gramophones, record-players and tape-recorders).
98	Buttons, studs and buckles, including hooks and eyes (excluding those of precious metals and precious stones).
99	Brushes for painting, including decorators' brushes.
99D	Parts for fountain pens (excluding caps) and refills for ball point pens.
100	Office supplies (other than paper, pens, pencils, pins and clips and office machines).
102A	Dry cell batteries, wireless.
102B	Dry cell batteries, other than wireless.
102C	Batteries, other than dry cell.
103	Splash proof accumulators and batteries for motor vehicles (other than for cars, lorries, vans and wagons).
105B	Parts of electric appliances and apparatus (domestic).
107A	Parts of electric fans (other than blades).
111A	Public address system, complete and parts thereof.
112	Chimneys and globes for lamps and lanterns.
114	Sinks, bidets, baths and other sanitary and plumbing fixtures and fittings including plumbing metal taps (excluding enamel chamber pots, wash basins and squatting pans).
116	Hume pipes, drainage pipes and earthenware pipes.
118	Abrasive cloths and papers and similar materials.
126	Bottles and other containers (including stoppers and closures) of common glass.
127	Glass tableware and other articles of glass for household use.
133	Nails (excluding wire nails), bolts, nuts, washers, rivets, screws (excluding wood screws), and similar articles of base metals.
133C	Wire nails and wood screws.
141	Spare parts of stoves and cookers (non-electric).
142A	Slotted angles and panels – iron and steel.
142F	Guns, breech-loading, single barrel.
144	Printers' materials.
145	Laminated plastic sheet.
149	Vacuum flasks.
151	Engineering stores.
151C	Water pumps, excluding hydraulic pumps and hand operated pumps.
157	Parts for printing and book-binding machinery.
158	Handloom textile weaving accessories.
162	Parts of refrigerators (excluding cabinets).
163	Outboard motors and marine engines and parts thereof.
165	Atomizers, sprayers and equipment (and parts thereof) for insect and pest control.
166	Parts of sewing machines (excluding needles).
167A	Rice huller spares.

Import Control Notice No. 3/69

The Schedule to Open General Licence as given in Import Control Notice No. 2/68 was cancelled and replaced by the Schedule to Import Control Notice No. 22/68. The Schedule to Open General Licence is further amended at B, as follows:

(*Continued on next page*)

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

A delegation from the Soviet Union recently visited the British Food Manufacturing Industries Research Association, chiefly to see methods of processing and packaging of meat products. The visit was arranged by the Council of Agriculture of the Soviet Embassy. From left to right: Mr. R. E. Organov, of the Embassy staff; Mr. A. G. Prokopovitch and Mrs. Z. F. Koozmina, chief engineers of Meat Boards in Minsk and Leningrad respectively; Mr. V. G. Novikov, department chief in the State Planning Committee in Moscow; Mr. A. W. Holmes, director of BFMIRA; and Mr. R. Spencer, head of Meat Research, BFMIRA. The tour also included a visit to a meat factory and a food engineering works.

CEYLON, *continued*

A – Correction of printing errors in Schedule published in Ceylon Government *Gazette Extraordinary* **No. 14,824/1 of October 19, 1968 as given in the** *Board of Trade Journal* **of November 8, 1968 (pages 1264-1276).**

(1) In Column II of the Schedule, Heading 05.10, substitute the word 'Powder' for the word 'powder'.
(2) In Column II of the Schedule, Heading 11.02, substitute ';' for the ',' between the words 'rice' and 'germ'.
(3) In Column II of the Schedule, Heading 19.08, delete the word 'bakers;' (including semi-colon) and substitute the word 'bakers'.
(4) In Column II of the Schedule, Heading 32.08, insert ';' after the word 'industries'.
(5) In Column III of the Schedule, Item 32.08, substitute the word 'frit' for the word 'first'.
(6) In Column III of the Schedule, Item 32.12, substitute the word 'cataloy' for the word 'catalog'.
(7) In Column III of the Schedule, Item 53.01, insert the word 'not' between the ',' and the word 'carded'.
(8) In Column II of the Schedule, Heading 77.02, substitute ',' for ';' appearing after the word 'therefor'.
(9) In Column II of the Schedule, Heading number appearing immediately below 78.02 to read as '78.03' instead of '77.03'.
(10) In Column III of the Schedule, Item 84.62, substitute the word 'bearings' for the word 'bearing'.
(11) In Column II of the Schedule Heading 85.19, substitute ';' for the ',' appearing after the words 'heating resistors'.
(12) In Column III of the Schedule, Heading 85.20 (ii), substitute ';' for the ',' appearing after 'volts', and 'arc-lamps'.
(13) In Column III of the Schedule, Item number appearing immediately above 87.02 to read as '87.01' instead of '85.01'.
(14) In Column II of the Schedule, Heading 87.09, substitute the word 'motor' for the word 'motors'.

B – New additions and deletions

Column I Chapter	*Column II Heading*	*Column III Items that can be imported*
1. *Delete*		32.10 Artists' and students' colours (crayons, printing inks and pastels cannot be imported under this number).
and *Substitute*		32.10 Artists' and students' colours (crayons, printing inks and pastels cannot be imported under this item); varnishes and other paint media in forms or packings of a kind sold by retail, for use exclusively as artists' materials.
2. *Include*	34.07 Modelling pastes (including those put up for children's amusement and assorted modelling pastes); preparations of a kind known as 'dental wax' or as 'dental impression compounds', in plates, horse-shoe shapes, sticks and similar forms.	34.07 Artists' modelling pastes.
3. *Delete*		37.02 Film in rolls, sensitized, unexposed, perforated or not.
and *Substitute*		37.02 Film in rolls, sensitized, unexposed, perforated or not (excluding 35 mm film in rolls over 100ft. in length).
4. *Include*	38.03 Activated carbon (decolorizing, depolarizing or adsorbent); activated diatomite, activated clay, activated bauxite and other activated natural mineral products.	38.03 Activated Fullers earth.
5. *Include*	38.18 Composite solvents and thinners for varnishes and similar products.	38.18 Special media for oil paintings, the following: Paint removers, solvents and fixatives in forms of packing of a kind sold by retail, for use exclusively as artists' materials.
6. *Delete*		39.01 Plastic products in primary forms such as powders, granules and pellets.
and *Substitute*		39.01 Plastic products in primary forms such as powders, granules, pellets, pastes and liquids.
7. *Delete*		39.02 Plastic products in primary forms such as powders, granules and pellets.
and *Substitute*		39.02 Plastic products in primary forms such as powders, granules, pellets, pastes and liquids.
8. *Include*	39.06 Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn.	39.06 Plastic products in primary forms such as powders, granules, pellets, pastes and liquids.
9. *Include*	40.09 Piping and tubing, of unhardened vulcanized rubber	40.09 Motor vehicle radiator hosepipes.
10. *Delete*		40.11 Pneumatic rubber tyres and inner tubes for motor vehicles (excluding sizes 5.20 × 13, 5.20 × 14, 5.60 × 15, 8.25 × 20, 7.50 × 20 and 2 ply tyres).
and *Substitute*		40.11 Pneumatic rubber tyres and inner tubes for motor vehicles (excluding 2 ply tyres, and tyres and tubes of the following sizes:

Sizes in inches	*Accepted trade metric equivalent*	*Tyre size group*
(i) 5.20″ × 13″ . . .	145 mm × 13″ or 145 mm × 330 mm	5.20″ × 13″
(ii) 5.20″ × 14″ . . .	145 mm × 14″ or 145 mm × 355 mm	5.00″/5.20″ × 14″
(iii) 5.60″ × 15″ . . .	155 mm × 15″	5.00″/5.25″/5.60″ × 15″
(iv) 7.50″ × 20″ . . .		7.50″ × 20″
(v) 9.00″ × 20″ . . .		9.00″ × 20″.)

11. *Include*	44.03 Wood in the rough, whether or not stripped of its bark or merely roughed down.	44.03 Sawlogs and veneer logs, the following only – teak, iroko, afrormosia and sapele.
12. *Include*	44.04 Wood roughly squared or half-squared, but not further manufactured.	44.04 The following only – teak, iroko, afrormosia and sapele.
13. *Include*	44.25 Wooden tools, tool bodies, tool handles, broom and brush bodies and handles; boot and shoe lasts and trees, of wood.	44.25 Wooden modelling knives and artists' palettes, wood.
14. *Delete*		48.15 Filter paper and filter sheet; toilet paper and toilet tissues, Monotype paper.
and *Substitute*		48.15 Filter paper and filter sheet; toilet paper and toilet tissues; Monotype paper; paper, calculating machine, in rolls or strips not exceeding 15 cm. in width.
15. *Delete*		49.01 Printed books, booklets, brochures, pamphlets and leaflets.
and *Substitute*		49.01 Printed books, booklets, brochures, pamphlets and leaflets; reproductions, printed, of works of art.
16. *Include*	59.07 Textile fabrics coated with gum or amylaceous substances of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar fabrics for hat foundations and similar uses.	59.07 Canvas, prepared for painting (backed with wood or chipboard or otherwise).
17. *Include*	69.14 Other articles	69.14 Saucers and tiles, for use exclusively as mixing trays for artists.

Column I Chapter	*Column II Heading*	*Column III Items that can be imported*
18. *Include*	70.07 Cast, rolled, drawn or blown glass (including flashed or wired glass) cut to shape other than rectangular shape, or bent or otherwise worked (for example, edge worked or engraved), whether or not surface ground or polished; multiple-walled insulating glass; leaded lights and the like.	70.07 Bevelled glass.
19. *Delete*		73.11 Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; (excluding equal angles up to and including 1½" × 1½" × 3/16", and slotted angles); sheet piling or iron or steel, whether or not drilled, punched or made from assembled elements.
and *Substitute*		73.11 Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (excluding equal angles from 1" × 1" × ¼" up to and including 3" × 3" × ½", unequal angles from 1½" × 1" × ¼" up to and including 3" × 2" × ½", mild steel flats ½" × ¼" up to and including 2" × ½" and slotted angles); sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements.
20. *Delete*		73.32 Bolts and nuts (including bolt ends and screw studs) whether or not threaded or tapped and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel. All such parts should be parts of items falling under numbers 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01.
and *Substitute*		73.32 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers, and spring-washers of iron or steel. All such parts should be parts of items falling under headings 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01, 87.02, and 87.03.
21. *Delete*		74.15 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers, of copper. All such parts should be parts of items falling under numbers 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01.
and *Substitute*		74.15 Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped; and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers of copper. All such parts should be parts of items falling under headings 84.06, 84.07, 84.08, 84.09, 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.24, 84.25, 84.26, 84.27, 84.28, 84.29, 84.45, 84.47, 84.49, 84.50, 84.51, 84.52, 84.53, 84.54, 84.56, 84.63, 85.01, 85.05, 85.08, 85.09, 85.11, 85.12, 85.19, 87.01, 87.02, and 87.03.
22. *Delete*		74.19 Crucibles, fasteners for machine belting, nails, tacks, and washers, of copper.
and *Substitute*		74.19 Crucibles, fasteners for machine belting, nails, tacks, washers and safety pins, of copper.
23. *Delete*		76.16 Staples, tacks, washers, bolts, nuts, of aluminium.
and *Substitute*		76.16 Staples, tacks, washers, bolts, nuts and pressure cookers, of aluminium.
24. *Include*	80.06 Other articles of tin	80.06 Dippers, tin (oil painting accessory), for use exclusively for artists.
25. *Delete*		82.01 Hand tools of a kind mainly used in forestry (excluding mammoties and axes).
and *Substitute*		82.01 Hand tools of a kind mainly used in forestry (excluding mammoties, axes and pick axes).
26. *Delete*		82.09 Knives with cutting blades, serrated or not (including pruning knives) other than knives falling within Heading No. 82.06.
and *Substitute*		82.09 Knives with cutting blades, serrated or not (excluding pruning knives) other than knives falling within Heading No. 82.06.
27. *Delete*		82.13 Hair clippers, hand operated, non-electric, for any use including the shearing of animals, and parts thereof not elsewhere specified or included; pencil sharpeners.
and *Substitute*		82.13 Hair clippers, hand operated, non-electric, for any use including the shearing of animals, and parts thereof not elsewhere specified or included; pencil sharpeners (excluding those having the character of toys).
28. *Delete*		83.07 (iii) Electric lighting accessories and fittings, n.e.s. of base metals. (3 pin plugs and bases of 9 amps. and below. CG lamp holders, fluorescent light fittings and ceiling roses cannot be imported under this item).
and *Substitute*		83.07 (iii) Electric lighting accessories and fittings n.e.s., of base metal. (The following cannot be imported under this item: 3 pin plugs and bases of 9 amps. and below; CG lamp holders, fluorescent light fittings; ceiling roses; batten holders 4" screwed entry lamp holders; swan neck wall brackets with holders; sunk rocker switches 5 to 10 amps, 1-gang, 2-gang, 1-gang 2-way and 2-gang 2-way; low voltage bell push sunk bell pushes 230 volts; 5 amp sunk 3 pin socket outlets 2-way parallel lamp holders with switch and BC lampholder adaptors; lamp shades).
29. *Delete*		84.10 Petrol, oil and water pumps for internal combustion engines, and parts thereof not elsewhere specified or included.
and *Substitute*		84.10 (i) Petrol, oil and water pumps for internal combustion engines, and parts thereof not elsewhere specified or included. (ii) Pumps, hydraulic (other than water pumps), and parts thereof not elsewhere specified or included.

(*Continued on next page*)

CEYLON, *continued*

Column I Chapter	Column II Heading	Column III Items that can be imported
		(iii) Pumps, hand operated, for liquids all types, and parts thereof not elsewhere specified or included. (iv) Parts of water pumps (including motor pumps and turbo pumps).
30. *Delete*		84.23 Plumbago mining machinery, complete and parts thereof not elsewhere specified or included.
and *Substitute*		84.23 Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers) and pile drivers.
31. *Delete*		84.63 Transmission shafts, cranks, bearing housing, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings.
and *Substitute*		84.63 Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear boxes and other variable speed gears) flywheels, pulleys, pulley blocks and chain blocks, clutches and shaft couplings.
32. *Delete*		85.12 Electric smoothing irons, single hot plates single boiling rings, electric kettles and parts thereof not elsewhere specified or included.
and *Substitute*		85.12 Electric smoothing irons, single hot plates, single boiling rings, immersion heaters, electric kettles, and parts thereof not elsewhere specified or included.
33. *Delete*		85.19 Electrical main switches of 15 amps. and over; electrical fuses.
and *Substitute*		85.19 Earth leakage circuit breakers; electrical main switches of 15 amps. and over; trip switches, 230 volts (AC); electrical fuses.
34. *Include*	87.04 Chassis fitted with engines, for the motor vehicles falling within Heading No. 87.01, 87.02, or 87.03	87.04 Chassis with engines mounted (without cabs), for lorries, gross vehicle weight not less than 13,000 lbs.
35. *Delete*		96.02 Artists' brushes, jewellers' brushes, brushes of a kind used as parts of machines.
and *Substitute*		96.02 Artists' brushes, jewellers' brushes, shaving brushes, and brushes of a kind used as parts of machines.
36. *Delete*		98.05 Tailors' chalk and billiards chalks.
and *Substitute*		98.05 Tailors' chalk; billiards chalk; charcoal pencils and drawing charcoal (for use exclusively as artists' materials).

All inquiries about these notices should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

CEYLON

Import Control

IMPORT CONTROL Notice No. 17/68 contains an additional list of diagnostic agents used in radiology and diagnostic re-agents in clinical practice which may be imported into Ceylon on licence under Quota Item No. D1, and under the terms given in Import Control Notice No. 25/64, published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

PHILIPPINES

Special Time Deposits: amendments

THE CENTRAL BANK of the Philippines has amended the rates of Special Time Deposits required on import letters of credit (except for exempted commodities). The new rates are:

Essential producer goods	30 per cent
Essential consumer goods	50 per cent
Semi-essential producer goods	75 per cent
Non-essential producer goods Semi-essential consumer goods	100 per cent
Semi-unclassified producer goods	125 per cent
Non-essential consumer goods Semi-unclassified consumer goods	150 per cent
Unclassified producer goods Unclassified consumer goods	175 per cent

Any inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

SINGAPORE

Pioneer Industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Food preparation	Vegetable glue.
2. Food preparation	Green pea flour.
3. Manufacture of jewellery and related articles	Precious and semi-precious stones, cut, ground and polished (minimum annual output of one million dollars).
4. Pearl cultivation	Cultured pearls.
5. Chemicals	Quicklime.
6. Chemicals	Lime hydrate.
7. Grain milling	Artificial rice based on wheat, corn and other cereals and by-products.
8. Manufacture of timber products	Blockboard.
9. Telecommunications equipment	Telephone instruments.
10. Chemicals	Activated carbon.
11. Chemicals	Calcium carbonate.

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance, Singapore, before March 4, 1969, of his objections and of the grounds on which they are based.

AUSTRALIA

Special advisory authority inquiry on sorbitol and mannitol

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: sorbitol and mannitol (tariff items 29.04.900 and 38.19.99).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
29.04.100	Methanol	25% $23 per gal.	25% $23 per gal.
29.04.200	Propyl alcohols		
29.04.300	Butyl alcohols; ethanediol; 4-methyl pentan-2-ol; monohydric primary alcohols containing not less than 6 carbon atoms	In respect of the n-Bytul alcohols and ethanediol- 25% and 90% of SVD; In respect of the remainder of the goods – 25%	In respect of the n-Butyl alcohols and ethanediol- 15% and 90% of SVD; In respect of the remainder of the goods – 15%
	Support value for calculation of SVD as follows: Ethanediol – $385 per ton n-Butyl alcohol $320 per ton:	–	–
29.04.900	Other	7½%	Free
38.19.99	Other:		
38.19.991	Put up for retail sale	The rate in this column (being the First Schedule rate) that applies to the constituent that gives the goods their essential character, and 90% of SVD or TSVD as the case may be, if the constituent that gives the goods their essential character is subject to support duty; or, if higher 22½%	The rate in this column (being the First Schedule rate) that applies to the constituent that gives the goods their essential character, and 90% of SVD or TSVD as the case may be, if the constituent that gives the goods their essential character is subject to support duty; or, if higher 10%

The Special Advisory Authority is required to report by **March 4, 1969.**

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 2197/68).

Dumping duty on photographic film

NOTICE WAS GIVEN in the *Board of Trade Journal* of January 24, 1969, of dumping duties imposed on photographic sensitized paper falling within item 37.03 of the Australian Customs Tariff.

Further details have now been received clarifying the scope of the items on which dumping duties have been thus imposed, and recording that those duties are extended to cover photographic sensitized film falling within items 37.01 or 37.02 of the Australian Customs Tariff as follows:

(a) Photographic sensitized film falling within item 37.01 or paragraph 37.02.21; 37.02.91 or 37.02.99.

(b) Photographic sensitized paper falling within sub-item 37.03.1 or 37.03.9 of the Customs Tariff 1966-1968, but not including copying papers of the diffusion transfer or dye transfer types imported in bulk rolls of 30 inches or more in width and thermographic, diazo, and electrostatic types imported in any form.

These duties are payable on all such goods exported to Australia on and after February 6, 1969, at export prices f.o.b. which are less than the normal values in the country of export.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7139/65.

VENEZUELA

Import licensing restrictions and Customs tariff amendments

IN THE *Board of Trade Journal* of January 31, page 315, details were given of Resolution No. 194 of the Ministries of Finance and Development published January 21 relating to imports of various copper products.

The Resolution entered into effect on January 22 in respect of the import licensing requirements, except for imports with consular or shipping invoices dated prior to January 22.

It should be noted that the duty changes in the Customs tariff for goods under headings 682-02-01-5, 682-02-02-4, 682-02-02-8, 682-02-05-1 and 699-29-20-21(A) will become effective after a period of 60 days from January 22. From that date the import licensing requirements will not apply to these tariff headings.

CHILE

Customs schedule — correction

CHILEAN KENNEDY ROUND tariff reductions over a five year period on various items were reported in the *Board of Trade Journal* of January 31, page 315. Against tariff item 70.18 (optical blanks for making corrective lenses) the *ad valorem* rate for 1971 was shown as 30 per cent. This should have been 40 per cent.

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Head Office: Box 2719, G.P.O., Sydney, N.S.W.,2001, Australia.

URUGUAY

Import tax

A RECENT Uruguayan Government Decree exempts from the 18 per cent import tax (see *Board of Trade Journals* of March 29 and May 17, 1968, pages 1033 and 1560 respectively) industrial plant, complete or incomplete, and machinery destined for the manufacture of fertilizers.

ARGENTINA

Temporary exemption from import duty

ARGENTINE GOVERNMENT Decree No. 58, published on January 23, exempts from import duty for a period of 10 months concrete mixers of over 7 cubic metres capacity, mounted on a chassis (tariff sub-heading 87.03.00.11).

UNITED STATES

Alcohol beverage regulations

THE *Board of Trade Journal* of January 10, 1969, gave notice of amendments proposed by the United States Treasury Department to the alcohol beverage regulations in the Internal Revenue Code.

After consideration of all the comments received on these proposals, the Department has now published the final regulations. Details may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference 'FR 1/2/68'.

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Guides for the watch industry

THE *Board of Trade Journal* of August 2, 1968, gave notice of the publication of 'Guides for the Watch Industry'.

The Federal Trade Commission has now extended the effective date of two of the provisions in the Guides relating to labelling to September 30, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

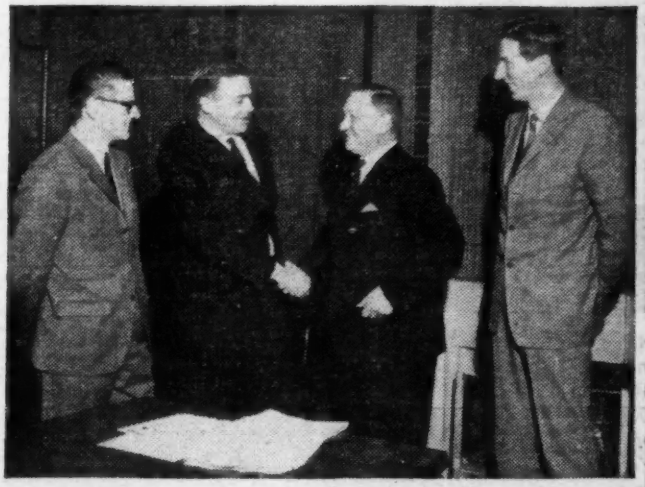
Of a 'class or kind made in Canada':

Training units designed to demonstrate the principles of hydraulics and/or pneumatics.

(Ruling effective January 30, 1969)

The above information is contained in Canadian Department of National Revenue Memorandum D51-17-1 dated January 28, 1969.

FIFTY PER CENT SALES RISE



Export sales of British vacuum ware to Belgium and Luxembourg are expected to rise by 50 per cent during 1969, following a visit to the Thetford and Brentwood factories of Thermos Limited, by the company's Belgian agents. A number of large orders were placed during the visit. The photograph shows M. Victor Chartin, managing director of Ferac, Antwerp – sole importers and distributors of Thermos products in Belgium and Luxembourg – at the Brentwood factory of Thermos Limited, from left to right: M. Robert Clarys, commercial director of Ferac; Mr. Terence McCarthy, managing director of Thermos Limited; M. Chartin; Mr. John Day, Thermos export sales manager.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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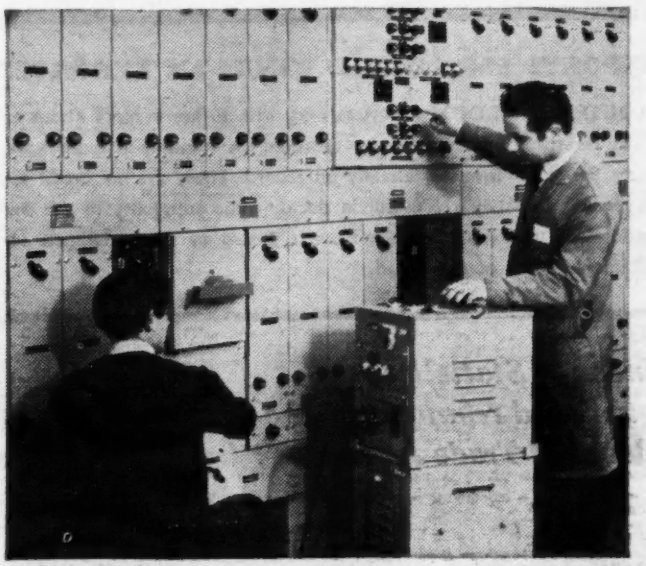
BRITISH COMPANY DIRECTOR recently returned to United Kingdom wishes to join Britain's Export Drive. Long experience of selling British abroad, particularly Africa. He can be a great asset to any company seriously interested in expanding their exports and contributing towards Britain's economic recovery. Reply Box M. 11693.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

An order for components for the Hawker Siddeley Dynamics industrial robot, Versatran, has been received from the American Machine and Foundry Company, original designers of the machine. Under this contract with AMF, the Automatic Handling Division of Hawker Siddeley Dynamics is to supply partially assembled Versatran mechanical units to the United States. These will be completed and sold in America by AMF. Two previous orders from AMF to Hawker Siddeley Dynamics covered the redesign and supply of the robot's 'continuous path' control units. Since October 1966 the Automatic Handling Division of Hawker Siddeley Dynamics has been sole licensee in Europe and the Commonwealth for the manufacture and sale of Versatran.



Eight Allen West switchboards containing non-standard control units have been ordered for the Gezira flour mills, Sudan. Combined length of the boards is 45 ft. 6 in. The equipment is designed to operate in an ambient temperature of up to 55°C, the UACO and UACI contactors being de-rated to cope. Picture shows the equipment being tested.

UBSCRIPTIONS, DVERTISEMENTS, EPRINTS

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

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REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Aircraft noise at Heathrow airport (Q)	31 Jan. 1969
Trade by air (6-M)	4 Oct. 1968
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Bankruptcy orders (Q)	31 Jan. 1969
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Chemical industries production (6-M)	17 Jan. 1969
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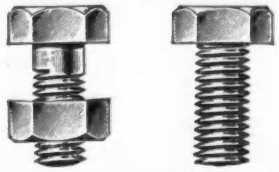

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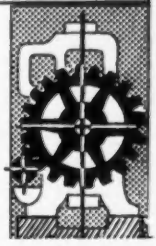

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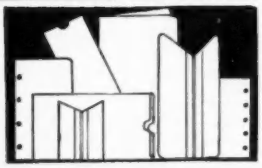

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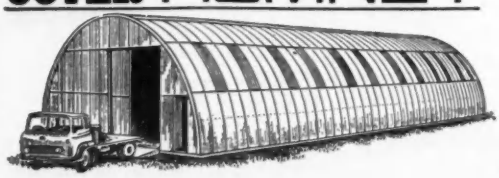

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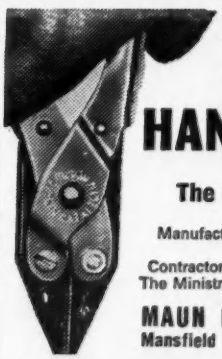

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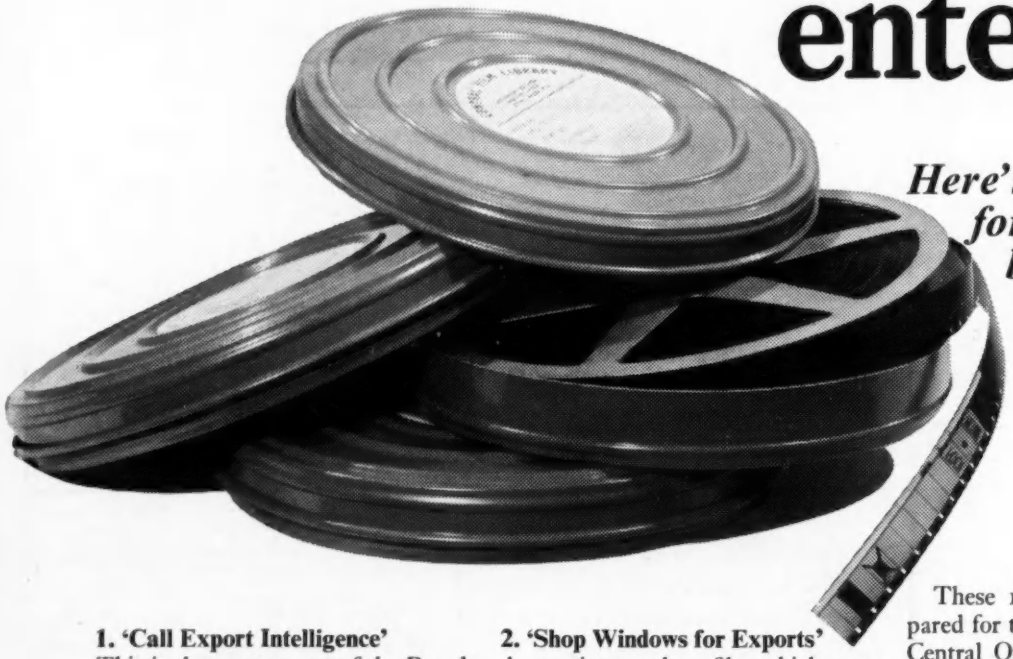

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1. 'Call Export Intelligence'
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